# American Perfumer and Essential Oil Review

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# American Perfumer

## and Essential Oil Review

Vol. XXIV

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No. 12

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# American Perfumer

#### and Essential Dil Review

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Vol. XXIV. No. 12

#### Are Legitimate Products to be Barred?

WE have always admired the eminent sanity which Dr. James M. Doran has brought to the difficult and exacting office of Prohibition Commissioner and his readiness to co-operate with the legitimate needs of industry for alcohol. Hence, we feel that the sudden change of attitude on his part and on the part of the Bureau which he heads cannot have his personal endorsement. We prefer to blame the difficulties of his position, the pressure, political and other, which has been brought to bear upon him, and the views of a large proportion of the prohibition advocates for the new course which Dr. Doran has mapped out for his Bureau.

The policy, which has been adopted by the Bureau during the last few weeks and voiced by Dr. Doran himself, to the effect that "anything which may indirectly contribute to violation of the prohibition laws, no matter how innocent in itself, comes under the ban," has already brought trouble and difficulty, and, if continued, can only lead to chaos. In Chicago, 186 firms and individuals have been indicted, many of whom supplied products under approved formulae and others only non-alcoholic essential oils to an alleged ring. In the West, the largest producer of corn sugar and the largest producer of yeast have been indicted because their products may have been used to manufacture alcoholic beverages.

At the same time, Dr. Doran has made a composition with the California wine grape growers and their product may still be shipped in interstate commerce, although he knows, as does everyone else, Nature will not fail to change some of the product into forbidden beverages. If there is any reason for proceeding against one or two groups of raw material producers such as essential oil houses or makers of sugar and yeast, what reason can there be for failing to proceed against the grape men, the wheat and barley growers or even the corner grocer, who occasionally sells sugar to the housewife for inclusion in a batch of home made grape juice? Can it be possible that political effects are be-

ing considered and only those who are powerless to influence votes will be prosecuted?

This journal holds no brief for the law violator or the raw material house whose products are diverted with its knowledge and consent. It favors law enforcement and the prosecution of violators. But it cannot endorse a course which brings possibly innocent firms to court for selling legal products in a legal

How does Prohibition authority reconcile its latest edict and actions with the principle that guilt is to be determined by intent? Will it carry out its policy fully and completely and proceed not only against the seller of essential oils in good faith, and the yeast and sugar maker, but also against anyone who sells anything which may be misused in scientific flavoring or which an indifferent Nature may finally convert into alcohol?

#### The Amended Capper-Kelly Bill

THERE has been much criticism from enemies of price maintenance and a little from its friends over the amendments to the Capper-Kelly Bill which were added to that measure by the committee in its recent favorable report to the House of Representatives. This criticism is to the effect that while the bill as amended will permit the manufacturer to maintain his selling prices by contract with the wholesaler, the latter has no such powers under the measure in its present form.

It is quite natural that enemies of the idea should seek to capitalize anything which might lead to greater opposition to this bill. And it is perhaps understandable that some friends of the bill should be misled by the amendments.

The fact is that the principle and effect of the bill is wholly unchanged by the committee amendments. The amended measure would permit the manufacturer to contract with the wholesaler to maintain prices. This contract may contain a clause compelling the wholesaler to contract in similar fashion with the retailer. Nothing in the measure would prohibit such a contract between wholesaler and retailer for as soon as the wholesaler secures possession of the merchandise, he automatically becomes a "vendor" under the terms of the bill and as such may contract with the retailer as "vendee."

Unfortunately, with the Senate busy on the tariff and on matters connected with prohibition enforcement, action by that body before the adjournment planned for June does not seem probable. Action by the House, can, however, be induced and may be expected during this session of Congress. Friends of price maintenance should use such influence and pressure as they can command to bring about the passage of the present bill so that it will secure an early position on the Senate calender after the summer recess.

#### The Legislative Season Opens

THE "open season" for anti-cosmetic and nuisance tax legislation aimed at our industries has arrived again. The first of the state legislatures to propose such measures was Tennessee where a ten per cent sales tax bill has just been defeated, through the combined efforts of the toilet goods and drug trades. It is reasonable to expect that other tax and anti-cosmetic measures will appear in other states during the year. A bill is already pending in New York.

Our old friend, Dr. Charles D. Howard, who in the past has been one of the most active proponents of cosmetic regulation by law, is most pessimistic about the prospects for his pet measure's success this year. He talks as if he had almost given up hope. But the industry must not be lulled into a false sense of security or relax its vigilance for a single moment because Dr. Howard seems discouraged.

We would again urge manufacturers and others interested in toilet preparations, especially in those states whose legislatures are in session, to watch the situation carefully and at the first sign of an anti-cosmetic or a nuisance tax bill, to advise the American Manufacturers of Toilet Articles in order that the full benefit of co-operative effort in opposition to these ill-judged measures may be secured in time to be effective. Vigilance of this sort will again be effective in keeping the industry free from the hampering effects of unnecessary legislation.

#### "Invisible Competition"

IN a recent issue of *Printer's Ink*, appears an interview with A. W. Tripp, an official of the company which sponsors "Richelieu Pearls." Mr. Tripp takes as his theme the encouragement of foreign competition by blind following of European-style leadership and comments quite sharply on the passive acquiescence of American manufacturers in deception of the public as to the origin of merchandise actually made in America.

In view of the position taken in our recent editorial on the "French Influence," we can heartily endorse all of the premises cited in his article and at least partially endorse the conclusions. Mr. Tripp believes that no greater disservice can be done to American in-

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Oft' times when some one visits our offices and is forced to wait to see his party, we hand him a copy of The American Perfumer and invariably they comment on the fact that it is an artistic, high grade publication.

We have also felt free to turn to you for any information which we require from time to time and have always found you cooperative.

We take this opportunity of wishing you continued

Yours very truly,

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L. L. KOLE, President.

dustry than the encouragement of foreign competition in fine merchandise through advertising which imitates these foreign competitors. In that we are in complete accord with him. But he also concludes that the individual manufacturers can do nothing about it. He is in favor of joint publicity and co-operative advertising.

We should be the last to argue that co-operative work in the perfume industry would not be an effective method of combating the foreign influence in toilet goods sales. But we cannot endorse the idea that individual manufacturers are helpless in the premises. This may be true in some lines but not in the perfume industry. In other forms of toilet goods, individual manufacturers have met with conspicuous successes in the sale of American goods without reference to the merits of the wares of their foreign competitors. It should be equally possible to launch a perfume line on the same basis. All that is needed is courage enough to make the effort. That courage has thus far been conspicuously lacking. When will it appear?

#### Telling the Doctor

FOR the first time in its history, the Journal of the American Medical Association, on January 18, carried a full page advertisement devoted entirely to cosmetics. Products of the sort, but of a semi-medicinal character, have been advertised in its pages heretofore but never has a straight cosmetic page appeared.

May we be permitted to congratulate the company which has invaded Dr. Fishbein's sacred portals, and at the same time to wonder whether this is an attempt to convert the doctor to prescribing cosmetics or something else again?

### Prohibition Matters to the Fore

House Passes Williamson Bill for Transfer of Bureau—Doran Defends Permit Policy— New "Poison Alcohol" Bill

ASHINGTON, Feb. 13.—The Williamson bill providing for the transfer of the Prohibition Bureau from the Treasury to the Department of Justice, and providing further that the Secretary of the Treasury and the Attorney General shall jointly prescribe regulations governing the manufacture, distribution and use of industrial alcohol, was passed by the House on Feb. 8. Attempts made in the chamber to incorporate in the measure a provision vesting in the Attorney General sole power to draft regulations pertaining to alcohol employed in the processes of manufacture were defeated-by the overwhelming vote of 145 to 47 as a result of representations made by Washington spokesmen of the industries affected.

The bill as passed by the House confers upon the Attorney General authority to investigate, detect and prosecute crimes against the prohibition law; it also empowers him to participate in the internal revenue and business aspects of the prohibition administration. He is given the power of veto in the granting of permits that would enable him in large measure to control substantially all of the manufacturing uses of alcohol. The alcohol using industries, among them those represented by the American Manufacturers of Toilet Articles and the National Wholesale Druggists' Association, are opposed to this system of dual control, and will make every effort to have it scrapped during Senate consideration of the Williamson bill. They take the position that the entire business administration of the prohibition act, involving approximately 155,000 permittees using alcohol for industrial, scientific and religious purposes, should remain in the Treasury Department.

#### Authority for Attorney General

Under the Williamson bill the Attorney General would have authority to hold up permits proposed to be issued by the Secretary of the Treasury. The bill provides that the Attorney General may, if he considers it advisable, act jointly with the Secretary of the Treasury in passing upon applications for permits, and in such cases, it stipluates no permit shall be granted without the joint approval of the two officers. In the event of the refusal of a permit the applicant may have a review of the decision before a court of equity as provided by the national prohibition law.

A particularly drastic feature of the measure is one providing for cancellation of all existing regulations on the effective date of the new law. This would mean, probably, that all prohibition administrators would be legislated out of office and new machinery set up for the issuance of permits. Under present regulations permits are issued, reissued and revoked by the field administrators subject to review on occasion by the head of the bureau in Washington. It is assumed that if the Williamson bill becomes a law in the form in which it passed the House all permits thenceforth would be issued direct from Washington under the joint supervision of the Treasury and the Justice Departments. This is a situation that excites grave concern

on the part of the alcohol using industries. It suggests the possibility of delay and confusion in the issuance of permits, due to investigations that the Attorney General may order, if he so elects, a condition comparable to the one that obtained prior to the establishment of the present system under which permits are handled by the regional administrators. A transfer of this work to an agency in Washington, it is feared, might often result in delayed action on permits and in such cases a suspension in supplies of alcohol.

#### Provisions for Transfer

The Prohibition Bureau established in the Department of Justice by the bill would be headed by a Director, who would receive a salary of \$9,000 a year. What remains of the dry administration in the Treasury would be known as the "Bureau of Narcotics and Industrial Alcohol" placed under the direction of a commissioner. Here is an explanatory paragraph contained in the report on the Williamson bill filed with the House by the majority of the Committee on Expenditures in the Executive Departments:

"Inasmuch as the Attorney General will be charged with full responsibility for the enforcement of prohibition under the act, it was thought that he should have a veto power in the matter of granting permits, which function now rests exclusively with the Secretary of the Treasury. This is accomplished by providing that the Attorney General and the Secretary of the Treasury shall jointly prescribe the necessary regulations for the classification and issuance of permits. Except as otherwise provided by regulations, the Secretary of the Treasury is required to file with the Attorney General complete copies of all applications for permits, including renewals and amendments. No permit may issue within ten days of such filing without the consent of the Attorney General. As to all applications so filed, the Attorney General may act jointly with the Secretary of the Treasury and in every such case no permit shall issue without their joint approval. This gives the Attorney General a veto upon the issuance of a permit to any applicant of which he does not approve, subject to the right of the applicant to appeal to a court of equity as provided by Sections 5 and 6, Title II, of the national prohibition act. (U. S. C., Title 27, Secs. 14 and 16.) The bill does not contemplate that the Attorney General shall investigate every application for a permit. The total number issued annually is in the neighborhood of 155,000. As to most of these, no question of diversion occurs. There are, however, certain classes and types of permittees that have come under suspicion. These will be segregated from the known law-abiding permittees and be investigated by the Attorney General before permits are issued."

#### Minority Report More Drastic

A minority report on the bill suggested that all authority over prohibition should be turned over to the Attorney

General. It argued that joint control in the matter of the issuance of permits would break down enforcement. "We are firmly convinced," this report said, "that the illegal diversion of industrial and other alcohol under the existing enforcement provisions, with dual responsibility, has caused the present deplorable conditions in the enforcement of the prohibition laws." It recommended this amendment: "The Attorney General shall prescribe all regulations under this act and the national prohibition act, and the form of all applications, bonds, permits, records, and reports under such acts."

A second minority report, prepared by Representative Cochran of Missouri Democrat urged that the Secretary of the Treasury should continue to exercise exclusive jurisdiction over the permissive administration of alcohol. The dual arrangement, he asserted, would seriously interfere with business needs. "The maintenance of a supply of industrial alcohol, medicinal liquor, and sacramental wines in the hands of manufacturers and merchants is a constitutional necessity under the 18th amendment, and any act of Congress that interferes therewith or subjects the people to delay and difficulty in securing the same is contrary to the 18th amendment and oppressive. All of the administrative business should be left with the Treasury Department, and all of the detection of crime and prosecution of offenders should, under the theory of this transfer, be placed in the Department of Justice."

#### Industry Objects to Transfer

In the hearings on the Williamson bill before the House Committee on Expenditures Secretary of the Treasury Mellon, Prohibition Commissioner Doran, Assistant Attorney General Youngquist, and other Federal officials approved the measure in principle. Mr. Youngquist insisted that it was important that the Department of Justice should be given a veto power over alcohol permits as a necessary instrument to assure adequate enforcement. As the Department of Justice was to be held responsible for enforcement he deemed it essential that the Department should have authority over all possible sources of illegal beverages, even though in practice most of the administrative work bearing on the issuance of permits was in the hands of another agency. Levi Cooke, Washington attorney for the concentration warehouses, objected to the bill, asserting that it was a mistake to disturb the present arrangement by which the Treasury administered the phases of prohibition having to do with industrial alcohol. Eugene C. Brokmyer, attorney for the National Beauty and Barber Supply Dealers' Association, urged the committee to delete the provision giving the Attorney General the right to veto the issuance of permits in given cases, and as an alternative he recommended that a poard of review be set up to pass upon decisions of the Secretary of the Treasury in this regard. Samuel C. Henry, Secretary of the National Association of Retail Druggists, told the committee that if members of his organization were to be subjected to two inspections it should be done only as to basic permits and not apply for permits to operate, withdrawals and transfers. He pictured disagreements between field officials of the Department of Justice and the Treasury that might tend to delay action on applications for permits.

In the fight on the Williamson bill before the Senate it will be the aim of the alcohol using industries to amend the measure so as to provide that the issuance of all permits shall remain in the Treasury with no semblance of authority

over them by the Department of Justice. W. L. Crounse, Washington representative of the American Manufacturers of Toilet Articles, who was active during committee consideration of the bill in the House, stated to the correspondent of The American Perfumer, that the forces opposed to the system of dual control proposed were of one mind on that subject, that they were well organized, and expected to make a case on the Senate side of the Capitol that might result in important changes in the House bill.

#### . Doran Defends Bureau

Charges made by the prohibitionists in Congress that large quantities of industrial alcohol were being diverted to illegal use and bills introduced in the House intended to require the modification of formulas prescribing the utilization of certain materials as denaturants impelled Dr. lames M. Doran, Commissioner of Prohibition, on two occasions this month, to issue pronouncements in defense of the Bureau's permissive administration. In the first one, issued on Feb. 5, Dr. Doran pointed out that the production of industrial alcohol amounted to 106,955,000 gallons in 1929, of which 52,405,000 gallons were completely denatured and 54,550,000 gallons were denatured under special formulas. In this he included a list of 117 manufacturing establishments which he said had consumed more than 44,000,000 gallons of specially denatured alcohol last year. "If every industrial alcohol plant in the United States were torn down. putting these 117 firms out of business," said Dr. Doran, it would have no material effect on the supply of illicit liquor in nine-tenths of the area of the United States."

In his statement of Feb. 5, as well as in a monograph issued on Feb. 8 outlining the Federal government's "policy and problem" in dealing with industrial alcohol Dr. Doran emphasized that under present conditions, notably since the establishment of the bureau's program of quantitative control, diversions of the product to bootleg channels had been reduced to negligible proportions. In the monograph Dr. Doran detailed at length the various uses of industrial alcohol, and emphasized that its consumption in this country had increased from 1,000,000 gallons a year in 1906, when the Federal tax was removed, to more than 100,000,-000 gallons a year at the present time. In it he also defended the use of methyl or wood alcohol, now better known as "methanol," as a denaturing agent. Use of methanol as prescribed by the bureau formulas is prohibited in a bill introduced in the House on Jan. 22 by Representative Sirovich of New York. In his statement of Feb. 3 Dr. Doran said that the 117 principal persons, firms, and corporations engaged in a wide variety of manufacturing activities, consumed more than 44,000,000 gallons of specially denatured alcohol. Included in the list were a number of firms manufacturing toilet articles. Dr. Doran

"The names of the 117 firms and corporations are nationally known and no reasonable person will raise any question as to their integrity and the character of their business. Permittees in Pennsylvania and New Jersey whose permits have been revoked by the prohibition administrators but whose permits have been restored by orders of various district courts, withdrew about 735,000 gallons of specially denatured alcohol last year. The diversion problem, which did not reach to over 3 per cent of the total production last year, centered in lacquer thinners, solvents and low grade toilet waters. The present diversion

is not one-fourth of that of three years ago. In the intervening period the independent denaturing plant has been practically put out of business, hundreds of permits have been revoked, very few new ones have been issued, and hundreds of formulas have been strengthened. Agents of the Bureau of Prohibition, in cooperation with the United States Attorney's office, have been dealing with this particular type of diversion of finished products for the last seven or eight months, and their investigations have practically closed this leak. Appropriate court action may follow. The skilled technician will always be able to recover alcohol from a mixture. The problem consists of making it as difficult and uneconomical as possible. While the criminal must be ferreted out even when he hides within legitimate business circles, nevertheless the channels of commerce and industry must be kept open."

#### Describes Denaturants

In his monograph of Feb. 8 Dr. Doran stressed a statement that the denaturing substances employed in completely denaturing alcohol must be of such a nature as to remain with the alcohol under the most severe manipulative treatment. He declared that there was misapprehension in the public mind as to the underlying reasons for the use of the denaturing grade of methanol. He stated that every well-informed chemist knew that the long continued use of methanol by all countries was based on sound scientific principles. "The denaturing grade of methanol is used," he said, "because of its distinctive odorous substances commonly designated as pyroligneous compounds, which can be easily detected by the individual as a mixture or liquid with a disagreeable odor and taste, wholly unfit for consumption. Being closely related chemically to ethyl alcohol (ethanol), having a boiling point only slightly below that of ethyl alcohol and having the physical properties closely resembling ethyl alcohol, it is a substance that cannot easily be removed." In devising special formulas for special industrial uses, Dr. Doran said that due consideration was given to the chemical and commercial factors making for efficient production. He mentioned that one specialized formula required the addition of a basic perfume material to the alcohol designed and intended for the perfumery and toilet water trade. "This substance," he said, "known chemically as 'diethylphthalate,' when added to the alcohol, renders it extremely bitter and distasteful. The chemical is odorless, and is a logical component of complex perfume mixtures. He added:

"In the development of these specialized formulas it has been the effort of the department, in cooperation with the industries concerned, to devise formulas that will render the alcohol unfit for beverage purposes and yet enable the industry to employ the material in the most efficient way. There are 68 specialized formulas. Half of them were authorized prior to 1920. None of these mixtures is available to the public, and are only procurable under the permit system in effect since 1906. Investigative work by the department has developed the suitability of certain complex oil compounds of an odorless and disagreeable nature which are nontoxic. These compounds, when used with a minimum quantity of methanol, will remain with the alcohol under manipulative treatment. It is the aim of the department to protect and encourage the lawful use of industrial alcohol. Consequently much scientific work is being done on this subject in order that the public may have the maximum protection." Illustrating the various uses of industrial alcohol and that 25,000 manufacturers are employing it, Dr. Doran declared that "without a large supply of the product at a moderate cost it would not be possible to promote a great many of our essential industries. Since the World War there has been a remarkable development along chemical lines in the United States. Today our industries consume more industrial alcohol than those of any other country."

#### Less Diversion

Replying to the charges that there have been substantial diversions of industrial alcohol Dr. Doran said:

"Critics lacking facts as a basis for their fears, have greatly magnified the extent and danger of industrial alcohol diversions. They are not aware of the reasons for these diversions. They lose sight of the fact that one of the principal sources of illicit alcohol in the hands of bootleggers to-day is corn sugar, the production of which has risen from 150,000,000 pounds in 1921 to 960,000,000 pounds the past year. The truth is that out of a total of 106,960,458 wine gallons of alcohol produced legally in 1929 only a small percentage reached illicit channels through permittees. There is no known method of tracing the exact quantity that may have been diverted.

"The bureau is constantly studying and devising new ways and means of reducing alcohol diversions. The fact that there are alcohol diversions is not the result of laxity of administrative officers of the Government in enforcement of the regulations. The chief handicap that faces Government administrative officials in stopping diversions is just this: The law is that the Government cannot trace industrial alcohol down the line of its various uses beyond the first purchaser of alcoholic products manufactured by firms or individuals holding Government permits.

"True enough, the Government has control over the use of alcohol by manufacturers licensed to make certain products, with alcohol as a raw material, and does require such manufacturers to furnish the Government with the name and address of the wholesale dealer or other dealer who buys his products ostensibly for lawful sale. Existing law, as interpreted by the highest court decisions, is that the Government does not have the power to compel the first purchaser to disclose what disposition was made of his products. There is nothing in the law to compel, or make it possible for the Government to require, these wholesale dealers or jobbers, or other class of dealers in the group of original purchasers, to operate under permits. There are many of such original purchasers who have corporate names and under the law can not be compelled to show their books. Many of them have been, and are still, suspected of not disposing of their products, purchased from permittees, in a legal manner. Many permittees who are selling their products to first purchasers are operating under permits, restored by the courts, after their permits were previously revoked by prohibition administra-

"Many diverters will be caught and prosecuted. But the Government, lacking the power to require them to open their books and produce other records showing disposition of their products down the line to the ultimate consumer, makes it almost a superhuman task to detect them in violations, with abundant proof that will stand the test in court, in prosecutions for conspiracy or other violations of the prohibition laws. It is clear, therefore, that as long as the Government is thus restricted by the explicit provisions of existing law against delving into dealers' records beyond the original purchaser, a certain minor quantity of industrial alcohol will continue to be classified as questionable.

The fact should not be lost sight of that a skilled chemist and technician can recover alcohol from almost any mixture, in which it is lawfully used, provided he has the resources and facilities at his command. The major effort of the Government is, and will continue to be, to stop alcohol leaks wherever it is humanly possible to stop them.

"The control policy on primary production has been successful. It has prevented a large surplus of alcohol which would inevitably be diverted for illicit purposes. While the bureau's control policy is absolutely necessary to prevent illegal manufacture, distribution, and use of alcohol, is must not react unfavorably, from the consumer's viewpoint, on the price of industrial alcohol. The manufacturers of industrial alcohol have cooperated in a straightforward way with the bureau in bringing about this desirable result. Thus, cooperation safeguards all reasonable commercial operations. The trade is thereby protected from the criminal element ostensibly engaged in legitimate business to cover up its illegal liquor operations."

#### Bill Against "Poison Alcohol"

The Sirovich bill, above referred to, directs "the discontinuance of the use of poison in the denaturation of alcohol." It provides that the terms "denaturing material" and "denaturing materials" as used in the law shall mean—

"Only such chemicals and drugs that are nontoxic or nonpoisonous in their nature, that shall give warning by taste or odor of their presence; that must be extremely difficult, if not impossible, to separate from the alcohol; and that shall be of such nature that will not interfere with industrial processes where alcohol is essential as a raw material. That whenever such nonpoisonous ingredients shall be used and denatured accordingly, it shall be mixed with traces of essential oils such as one-tenth of 1 per centum of turpentine or pure lavender oil; or the use of oil of pine, camphor, borneol, camphor oil, eucalyptus oil, pine tar, and so forth, these complex oil compounds being of an odoriferous and disagreeable nature but of themselves nonpoisonous and when put in units of one hundred gallons of ethyl alcohol will not only remain with the alcohol under manipulative treatment, but will so mar the concoction in which they may be employed that nobody can consume it unknowingly. That whenever any industry requires a poison, as wood alcohol or any other poison, to denature alcohol for the needs and requirements of its own business or industry, it shall select its own formula, submit it to the National Prohibition Bureau for approval, and, thereupon when approved, shall have the alcohol denatured in conformity with its needs either in the denaturing plant of the Government or in its own business establishment, supervised by agents or representatives of the government of the United States."

Mr. Sirovich also offered a resolution on Jan. 17 proposing the creation of a special committee of 7 members to make an investigation of the prohibition administration in New York City.

#### Conference with Alcohol Users

A delegation representing alcohol using industries conferred here on Jan. 23 with Commissioner Doran and Mr. Youngquist, Assistant Attorney General in charge of prohibition enforcement. The Williamson bill was under consideration. The trade representatives present were Martin H. Ittner, Chief chemist of the Colgate-Palmolive-Peet Co.; Harris E. Howe, editor of Industrial and Engineering

Chemistry: H. S. Chatfield, head of the National Paint. Oil and Varnish Association; A. Homer Smith, of the American Drug Manufacturers Association; Frank A. Blair, president of the Proprietary Association; Fred S. Rogers, of the Flavoring Extract Manufacturers Association: Samuel C. Henry, secretary of the National Association of Retail Druggists, and Dr. Charles L. Reese, of the Manufacturing Chemists Association. Those named are members of the Industrial Alcohol Advisory Council organized three years ago by the Prohibition Bureau, Commissioner Doran stated that he conferred with this group as spokesmen of alcohol-using industries rather than as members of the council. Dr. Doran said that the conference discussed provisions of the Williamson bill affecting industry. It is understood that the trade representatives voiced disapproval of the plan of dual control carried by the Williamson bill. In his testimony before the House Committee on Expenditures in the Executive Departments, which reported the Williamson bill, Dr. Doran indicated that on the passage of the Williamson bill the Treasury and Justice Departments contemplated issuing regulations that would provide for only a limited use of the power over permits vested by the measure in the Attorney General. On Jan. 24, the trade group above named issued this statement:

"In the opinion of the group this bill does not satisfactorily differentiate between the permissive features of the national prohibition act and the enforcement features of that act. They believe the bill requires extensive revision, that legitimate industry may be guaranteed a continuance of its rights as set forth in the national prohibition act, and that the administration of the permissive features of the act under which legitimate industry operates shall be left intact in the Treasury Department."

Reports are in circulation here that Dr. Doran will retire from the Prohibition Bureau upon its transfer to the Department of Justice and that he will be succeeded by Alf Oftedal of California, former deputy Commissioner of Prohibition. Mr. Lowman, Assistant Secretary of the Treasury, is authority for the statement that Dr. Doran has received offers to enter private business in his professional capacity as a chemist. Dr. Doran has refused to discuss the reports that he contemplates resigning.

#### Consideration by Senate

Early consideration will be given the Williamson bill by a subcommittee of the Senate Judiciary Committee named to handle it. This subcommittee is composed of Senators King of Utah, chairman, Democrat, and Herbert of Rhode Island, Steiwer of Oregon, Republicans. The subcommittee plans to take testimony on the subject of the proposed transfer of the Prohibition Bureau to the Department of Justice from George W. Wickersham and Dean Roscoe Pound of the Law Observance Commission, and Attorney General Mitchell. The subcommittee will give special attention to the Williamson plan of dual control over industrial alcohol. Prohibition Commissioner Doran may be called to testify on this point. The Williamson bill will be brought up in the Senate some time in March. After the tariff bill has been passed the Senate will proceed to the consideration of bills bearing on Muscle Shoals. The leaders then plan to report the prohibition bill. A lively Senate debate is expected to result. There will be formidable opposition in the upper chamber to the proposal that the Attorney General be authorized to exercise veto power in the issuance of permits to use industrial alcohol.

# Senate Acts on Bottle Duties

Places Rate on Hand-Made at 75 Per Cent Machine-Made Perfume Bottles and Glass-Stoppered Ware, 40 Per Cent

TASHINGTON, February 17.—The Senate on February 14 again reached the bottle schedule and an effort was made at that time to amend the schedule so that hand made glass bottles would be dutiable under the new law at 75 per cent and machine made goods at 50c per gross. This effort was only partly successful, Senator Smoot, in charge of the bill, insisting upon a 40 per cent rate on machine made perfume bottles or other machine made bottles fitted with or to be used with glass stoppers.

The wording of the bill as adopted by the Senate is as

"Bottles or jars, wholly or in chief value of glass, of the character used or designed to be used as containers of talcum powder, toilet water or other toilet preparations; bottles, vials and jars, wholly or in chief value of glass, fitted with or designed to be used with ground-glass stoppers, when suitable for use and of the character ordinarily employed for the holding or transportation of merchandise; all the foregoing produced by automatic machines, 40 per cent ad valorem; otherwise produced, 75 per cent ad valorem. For the purposes of this subparagraph no regard shall be had to the method of manufacture of the stoppers or

Senator Copeland of New York announced that he would seek to strike out the rate on machine made ware when the bill reached the Senate for final reading and passage.

#### Means Increase in Duty

The wording of the paragraph at present makes a substantial increase in the duty on machine made glass bottles, formerly dutiable at 50c per gross, when such bottles are for use as containers of perfumes, toilet waters and other toilet preparations, or when such bottles, vials and jars are fitted with or designed for use with ground glass stoppers.

It will be recalled that when the bill passed the House, Paragraph 218 (e) provided a duty of 70 per centum ad valorem on all perfume bottles subject to that paragraph. The Senate Finance Committee in its revision of the House bill increased this rate to 821/2 per cent, an increase that evoked urgent protests from the consumers of these containers. It was also pointed out that, because of the language employed, Paragraph 218 (e) imposed the 821/2 per cent rate upon all perfume bottles, whether manufactured by machines or by hand. Senator Edge, chairman of the subcommittee having this schedule in charge, conceded that the paragraph referred to would cover machine, as well as handmade bottles and prepared an amendment providing that bottles made entirely by machine should be dutiable under Paragraph 217 at 50 cents per gross.

When in the course of debate Paragraph 218 (e) was reached, Senator Copeland, on behalf of the perfume industry, induced Senator Smoot to consent to a reduction of the 821/2 per cent rate to the 75 per cent rate, but owing possibly to a misunderstanding, and possibly to a clerical error. Senator Edge's amendment, throwing perfume bottles wholly made by machine back into Paragraph 217 at 50 cents per gross, was rejected and a rate of 65 per cent adopted. This error was discovered almost immediately, however, and it was mutually agreed between Senators Copeland and Smoot that the mistake would be corrected when the bill should be reviewed for the consideration of individual amendments. Pursuant to this understanding the experts of the Tariff Commission subsequently redrafted Paragraph 218 (e) so as to limit the 75 per cent rate to bottles made by hand, thus throwing machine-made bottles back into Paragraph 217 at 50 cents per gross. The Commission's amendment also provided that in the classification of these bottles no account should be taken of the stoppers

While this amendment was transmitted by the Commission to Senator Copeland for his use on the floor, copies were also furnished to certain of the Senators representing the States of Illinois, West Virginia, New Jersey and Maryland in which bottle-making plants are located. These Senators protested against the amendment on the ground that it made no provision for machine-made bottles having ground glass stoppers. An examination of the records of the Customs Division disclosed the fact that under the present law, prior to the date when the Customs Court of Appeals held that Paragraph 218 did not apply to bottles, all machine-made bottles with ground glass stoppers were classified in the same category with hand blown bottles at 55 per centum. While the importations of this class of bottles were not large, they were fairly numerous and in every case the 55 per centum rate was assessed. In view of these facts it was announced that the Senate would be requested to impose a rate of 50 per centum ad valorem on all machine-made bottles, but subsequently under Senator Copeland's protest the proposed rate was reduced to 40 per cent. Many protests were received in the Senate from the leading perfumers of the country protesting against any increase in the duty on machine-made bottles.

With these facts in view, Senator Smoot decided that he would not ask for any increase in the duties on bottles wholly made by machines, but would insist upon a rate of 40 per cent on machine-made bottles having ground glass stoppers. During the short debate that followed Senator Copeland gave notice that he would seek a further reduction in the 40 per cent rate and at his request Senator Smoot promised that the Conference Committee would make a careful investigation to determine whether the 40 per cent rate on machine-made bottles having ground glass stoppers was not too high.

#### Molasses Duty to Come Up Again

Despite the crushing defeat administered to the farm bloc's attempt in the Senate on Jan. 17 to levy an embargo tariff on blackstrap molasses, the principal source of industrial alcohol, that group has announced a purpose to re-

turn to the attack on this item. Blackstrap and vegetable and animal oils and fats are included among a long list of articles upon which the farm bloc is seeking higher tariffs. On Ian. 17 a drive was made to eliminate the duty of three one-hundredths of one cent per pound of total sugar in blackstrap molasses as proposed by the House and reported to the Senate by the Finance Committee. The Senate adhered to this rate, which is substantially the rate of onesixth of a cent a gallon collected under present law. One amendment proposing a duty of 8 cents a gallon on blackstrap, and another fixing the rate at 4 cents a gallon were defeated by overwhelming votes. When the bill comes up for final reading the farm bloc, headed by Senator Brookhart of Iowa, Republican, will rally around an effort designed to carry the 8 cent rate on blackstrap. At the same time a combination of Democrats and Republicans, will make an endeavor to force the adoption of a 45 per cent ad valorem rate on oils and fats instead of the varying rates provided for these articles by the bill as reported. This rate of 45 per cent ad valorem already has been rejected by the Senate, but its supporters will insist upon reconsideration. Late in January the Senate increased the duty on linseed oil to 4.5 cents per pound. Previously it had agreed to a duty of 3.7 cents a pound. It was brought out in debate that the lower rate had been fixed at a time when the rate on flaxseed was prescribed at 63 cents a bushel. With the increase on flaxseed to 65 cents a bushel, Senator Frazier of North Dakota, Republican, argued for a duty of 4.8 cents a pound on linseed oil. A compromise was effected on the rate of 4.5 cents a pound. Sunflower, sesame, rapeseed, and palm kernel oils were added to the free list. The coalition made up of Western Republicans and Democrats has succeeded in beating down a number of rates of the chemical schedule in the past month. One amendment eliminated the rate of 4 cents a pound on formic acid carried by the bill and substituted a duty of 25 per cent ad valorem. The rate on acetone, which is used as a solvent for fats, was reduced from 25 per cent to 20 per cent ad valorem. The duty on menthol was fixed at 30 cents a pound as compared with the existing duty of 50 cents. By a vote of 57 to 23 the Senate adopted an amendment continuing the application of American valuation to a multitude of coal products contained in Pars. 27 and 28 of the bill. A sharp debate marked the passage of this amendment, the opponents of American valuation contending that it provided additional protection for the coal tar industry that was not justified. Neither Par. 61, which relates to perfume materials, nor Par. 62, which deals with perfumery, was assailed during the past month.

Junior Owens, Secretary of the American Bottlers of Carbonated Beverages, made a reply on Feb. 11 to the open letter addressed to the Senate by farm organizations protesting against the Senate action in retaining the present sugar duties. Mr. Owens contended that the present sugar rates were ample and that the increase proposed by the House and advocated by the farm organizations would prove a heavy burden on consumers. "The price," he said, "which all American farmers would pay in increased sugar costs would more than offset the gains which a few sugar growers on the mainland might enjoy. And this does not take into consideration the rest of the American consumers, all of whom are entitled to and recieve the Senate's consideration in its decisive vote to retain the present sugar duty."

As things are now progressing Republican and coalition

leaders believe the tariff bill will be passed by the Senate the first week in March. The bill has made slow progress in the past month. The debate at times has been bitter. Republican regulars at one stage complained of the action of the coalition in scaling industrial rates without giving notice to industries affected. Coalition members replied that many of the rates had been increased without justification over the level of the 1922 scale without regard to the wishes of consumers. Then the coalition proceeded to run rough shod over the responsible Republican organization. Observers here believe that the tariff bill will go to conference early in March. Just how long it will remain in the hands of the conference committee is uncertain. The conference negotiations probably will run several weeks. There are two Senate amendments that are likely to be stubbornly resisted by the managers on the part of the House. One is the farm debenture amendment, and the other provides that reports by the Tariff Commission recommending changes in rates shall be submitted to Congress instead of the President as at present. The House managers, representing the regular Republican organization, will make every effort to restore many of the industrial rates scaled downward by the Senate. Both the Republicans and the Democrats in the Senate are anxious to avoid going home this summer without enacting a tariff bill. The same state of mind obtains in the House. Nevertheless, there is danger that the bill may die in conference. The administration will exert all its influence to prevent such a contingency.

#### Registration of Proprietary Medicines in Costa Rica

The board of directors of the College of Pharmacists of San Jose, Costa Rica, by a decision approved November 24, 1929, has fixed a fee of 10 colones (\$2.50 United States currency) for the registration of proprietary medicines.

This fee, which must be previously deposited at the treasury of the college of pharmacists, may be refunded if the preparation is not accepted for registration and certification, provided it has not been found necessary to subject it to chemical analysis, in which case the deposit is forfeited.

Full power to accept or refuse proprietary medicines submitted to it is vested in the board of directors of the College of Pharmacists. (For details concerning the registration of pharmaceutical preparations in Costa Rica, see Commerce Reports of April 8, June 10, July 22, and August 26, 1929).

Costa Rica is the sixteenth best Latin American market for American medicinals, purchasing on an average of \$130,000 yearly.

#### French Market for American Toilet Preparations

France is one of the world's leading producers of perfumery, cosmetics, and toilet preparations, and its exports of such products, totaling well over half a billion francs annually, are about twenty times its imports. Therefore, American manufacturers planning the introduction of their products in France would probably depend upon their advertising possibilities. One may develop a relatively satisfactory volume of business in France provided one is prepared to engage in an intensive advertising campaign.—Commercial Attache F. W. Allport, Paris.

### Perfume of the Tuberose

Its Character, Derivation and Chemical Analysis by H. Stanley Redgrove, B.Sc., A.I.C., London Author of "Scent and All About It."

F a vote were taken to determine which flower had the most universally appreciated odor, it is possible that the rose or the violet would head the poll. My own vote, however, would be cast for the tuberose; and it is gratifying to be able to quote one of the greatest of the old masters of perfumery in support of the claims of this flower. "One of the most equisite odors with which we are acquainted," wrote Piesse, "is obtained by enfleurage from the tuberose flower. It is, as it were, a nosegay in itself, and reminds one of that delicious perfume observed in a well-stocked flower-garden at evening close; consequently," he adds, "it is much in demand by the perfumers for compounding sweet essences."

Alas! Piesse's closing remark is no longer true today. Some few years ago the factories of Grasse were consuming over three hundred tons of tuberose flowers per annum. Recently, however, there has been a falling off in the demand. In 1926, the crop had decreased to about 30 tons. In 1927 it was only 17 tons; growers, it was said at the time, were "disheartened by the small demands from perfumers, who neglect this flower more and more, and by what are deemed the inadequate prices obtaining," and a further diminution of production was predicted."

It would seem to be one case at least where the use of synthetics has seriously damaged the natural perfume industry, notwithstanding the fact that no artificial tuberose has been confected that will stand comparison with the natural product, nor is such a synthetic substitute likely to be made until the mystery of the chemical composition of the natural perfume has been solved.

#### Botany and Cultivation

The tuberose is the sole representative of the genus Polianthes belonging to the Natural Order, Amaryllidaceae, which includes so many lovely species, such as the narcissus, jonquil and snowdrop. It must, of course, be carefully distinguished from the genus Polyanthus, a group of the Primrose family, Primulaceae, with which it is quite unconnected. The name "polianthes" is Linnaean, and, in the absence of direct information, no one knows why Linnaeus chose it; but the derivation from "polios"="white" and "anthos"= "flower" seems far more likely and appropriate than that which would make "polianthes" mean "flower of the city," or give it the same derivation as "polyanthus," i.e., "many flowered."

The tuberose is *Polianthes tuberosum* and is a native of Mexico. It is much cultivated in the Malay and elsewhere in Asia, and has been described as indigenous to the East Indies, a description, which, if correct, might be made to the basis of some interesting speculations concerning the origin of species in the plant world. As a matter of fact, however, it would seem to be erroneous, the plant having been introduced to the Philippine Islands from Mexico by the Spaniards, from whence it was brought to the mainland of Asia and finally from Persia to Europe.

The story of how it first came to Europe is not clear; but it has certainly been cultivated there for about three hundred years. To grow it in the open is not an easy task, as the plant is very susceptible to cold. It needs a warm climate and freedom from winds. The mountain plateaus below Grasse are admirably situated for the purpose, the surrounding mountains providing the necessary shelter.

There are several varieties and forms, including those with double flowers, which are most popular for horticultural purposes; and some other so-called species of *Polianthes* seem most accurately to be referred to the first of these categories.<sup>3</sup> For perfumery purposes the tall, single-flowered variety is cultivated, and for gracefulness of form, this is a plant of exceptional loveliness. The plants are bulbousrooted, and are planted, in the South of France, in April, and removed from the ground in November for storing indoors in sand. The bulbs are usually planted two or three to the metre in rows, the rows being placed a fair distance apart to facilitate the collection of the blossoms. About each bulb, a number of bulbils are formed, which are best removed and separately planted. They come to maturity and bear flowers in three years.

The plants attain a height of three feet or more and bear a spiculate cluster of glorious wax-like blooms, pure white within, but often tinged with pink exteriorly, the odor of which has well been described as "intoxicating." Flowering takes place in August and the two following months, and the flowers are usually culled in the morning.

In the Malay, the plant is called "Mistress of the Night;" as in the East, the odor reaches its maximum when the sun has set. Moreover, the flowers are said to be slightly luminous, a phenomenon which may be due to the chemical changes taking place which produce the perfume.

#### Extraction of Perfume Materials

The perfume of the tuberose is usually extracted by the enfleurage process, and the experiments of Hesse, to which reference will be made in detail later, have pretty conclusively shown that this is the best method. The process is a lengthy one. The same apparatus is employed as for the treatment by enfleurage of jasmin, that is to say, glass plates supported in wooden frames which are coated with a layer of fat in each side, the fat consisting, usually, of a mixture of specially purified lard and beef suet. After the fat has been scored, a very few tuberose blossoms are laid on it, and the plates are piled up so that the flowers are exposed to the fat both below and above. Every two or three days, the flowers are renewed, the process being continued until sufficient perfume has been absorbed. The resulting perfumed fat constitutes "tuberose pomade." The perfume material can be extracted from the pomade by means of alcohol, which is effected by churning up the pomade and the spirit in a special apparatus called a "batteuse." The alcohol also dissolves part of the fat, which can be more or less completely removed by cooling to a low temperature.

The alcoholic extract constitutes "tuberose pomade washing" or "tuberose essence," and can be concentrated by appropriate means.

Extraction of the flowers by means of a volatile solvent (petroleum ether) is used on a smaller scale. On distilling off the solvent in vacuo after extraction, a waxy product, "tuberose concrete" remains, which consists very largely of inodorous vegetable waxes plus a small percentage of the perfume material or essential oil.

Distillation of the fresh flowers is useless as a method for obtaining the perfume. It yields a product of unpleasant odor, quite unlike the lovely fragrance of the tuberose.

By enfleurage, Hesse<sup>4</sup> obtained a yield of 801 grams of oil per 1,000 kilograms of blossoms, the flowers after exhaustion with the fat yielding a further 78 grams of oil upon extraction with a volatile solvent and subsequent steam distillation. On the other hand, the yield obtained by direct extraction, along the lines of the second method described above, was only 56 grams per 1,000 kilograms of blossoms, or only 36 grams at the beginning of the harvest. More recently, an even lower figure has been recorded by Viard,<sup>6</sup> who obtained a yield of only 33 grams of oil per 1,000 kilograms of flowers by extraction with petroleum ether. It should be added that Hesse obtained a further yield of 10 grams of oil per 1,000 kilograms of fresh flowers by steam distilling them after extraction.

From these results it appears that enfleurage alone gives a yield of at least twelve times that obtainable by extraction plus subsequent steam distillation. Moreover, it will be noted that the perfume material developed by the flowers during enfleurage is over twelve times the amount they originally contained.

#### Chemistry of the Tuberose Perfume

That the process which takes place is similar to that appertaining in the case of jasmin flowers, consisting of the decomposition of a glucoside, seems a probable hypothesis; but, in any case, it is effected more slowly in the tuberose. One of the substances formed is certainly methyl anthranilate, as in the case of jasmin. Hesse' found that, whilst the oil obtained by the extraction of fresh flowers with petroleum ether contained only 1.13 per cent of this substance, the oil got from the enfleurage product contained from 3.2 to 5.4 per cent, whilst that obtained by extraction and distillation of flowers exhausted by fat contained about 2 per cent. The accuracy of Hesse's figure for the percentage of methyl anthranilate in the oil obtained by extraction has recently been confirmed by Elze. His result is 1.4 per cent, which differs very little from Hesse's.

As already intimated, the chemical composition of the perfume of the tuberose is something of a mystery. In 1899, Verley, obtained a product boiling at 167°C at 15 mm. pressure, by distillation of a concentrated alcoholic pomade washing, which appeared to be a chemical individual, having a specific gravity at 8°C of 0.9707, a refractive index at 4°C of 1.1516, and an odor resembling that of coumarin, but more suave and persistent.

Oxidation of this substance with chromic acid gave formaldehyde and an unidentified acid. Phenyl hydrazine caused the elimination of water, pointing to the presence of a CO group. Acetic anhydride had no action on it whatever. An elementary analysis indicated that its empirical formula was C<sub>13</sub>H<sub>20</sub>O, according to which, it is interesting to note, the substance is isomeric with irone and ionone. It decolorized an aqueous solution of permanganate and a solu-

tion of bromine in chloroform, a quantitative experiment with the latter reagent indicating the presence of one "double link." Verley concluded that the substance was a ketone, named it "tuberone" and suggested the following formula for it:—

#### Tuberone (?)

On the other hand, Schimmel & Co.\* were unable to obtain this substance from tuberose concrete. From 100 grams of this product, 5 grams of essential oil were obtained by distillation with water and subsequent extraction of the distillate with ether after the addition of salt. The oil had a strong odor of tuberose and a blue fluorescence suggestive of methyl anthranilate. It distilled between 60 and 140°C at 5 mm. pressure, and the portion distilling at about 140°C was suspected to contain tuberone. It was found, however, not to yield an oxime, as one would reasonably expect had a ketone been present.

The portion boiling at lower temperatures was oxidized with potassium permanganate, and a portion difficult to oxidize, and which gave benzoic acid on hydrolysis, was thought to be methyl benzoate.

Hesse,4 on the other hand, found that the portion of tuberose oil not oxidized by potassium permanganate gave benzyl alcohol on hydrolysis as well as benzoic acid, so that benzyl benzoate must have been present; but the probable presence of methyl benzoate as well is, as Gildemeister pointed out, indicated by the volatile character of the oil.9

The correctness of this opinion has been borne out by the more recent work of Elze, to which reference has already been made, who has identified both methyl benzoate and benzyl benzoate in the oil obtained by steam distillation of tuberose concrete.

Hesse, by treating the oil with phthalic anhydride, isolated an alcohol, which appeared to be benzyl alcohol. According to Elze the following alcohols are present in a free state: geraniol, merol and farnesol, the first two also occurring in the form of acetic and possibly propionic esters. Elze has also identified eugenol as another constituent of the oil. Hesse found methyl salicylate to be present in the oil obtained by enfleurage but not in that obtained from concrete.

It would appear, perhaps, that Verley's tuberone is a myth, though one would like to have the results of further research upon the enfleurage oil before pronouncing a definite opinion. In any case, it seems difficult to explain the fragrance of the tuberose in terms of the substances identified by Hesse and Elze. Unfortunately, the expensive character of the product and the difficulty of obtaining it in any but the smallest quantities appear to have seriously hindered research, or, if it has been carried out, the results have been kept secret.

#### Uses of Tuberose Products in Perfumery

The odor of tuberose "essence," though delicious, is very evanescent, owing, no doubt, to the volatile character of the essential oil. In itself, therefore, it does not constitute a satisfactory perfume. It needs to be well fixed. Substances used for this purpose include vanillin, balsam of Peru and

(Continued on Page 735)

# Italian Oil of Lemon

by Dr. Ernest S. Guenther Chief Research Chemist of Fritzsche Brothers, Inc., New York

HE lemon tree, Citrus Medica, L. (subspecies Limonum, Hook. F., C. Limonum, Risso) is cultivated in Sicily and Calabria, also in Spain, California, Florida and the West Indies. The production of lemons in Italy, according to the statistics of the Ufficio di Statistica del Ministero per l'Agricoltura, Rom., showed in 1925 the following figures:

Sicily																								Cwt. 2,918,000
Calabria																								214,000
Campania	3				,			٠		٠		۰	٠		٠		0						0	137,000
Apulia .				٠			۰	٠	٠			ě			۰	٥			٠			٥	0	63,000
Liguria		۰				 , ,						٠			0		0	۰	0	0	0			
Sardinia			,				۰	٠	٠						٠		۰		۰					7,000

In Sicily extensive lemon groves stretch from Vittorio and Comiso in the southeastern part of the island, along the entire east coast through the provinces of Siracusa and Catania, up to Messina in the northeast corner of the island, and from Messina along the north coast to Palermo in the northwest. In Calabria the groves are confined to a relatively small region around Reggio.

Lemons are exported in large quantities for edible purposes. However, only sound, ripe, well-shaped fruit can be used for this purpose (frutta di durata). Light yellow, oval shaped, thin-skinned, sour lemons containing few seeds are considered the best. The remainder of the fruit (windfalls, frost damaged lemons, etc.) which because of its appearance or condition is known as second quality (scarto) is used for the pressing of oil. Evidently the age and condition of the orchards, together with the variations in temperature and climate to which certain districts are exposed, are deciding factors in the harvest of first and second quality fruit.

In general, lemon cultivations in Sicily are often old and neglected and only very little replanting has been done in late years with a view to recapturing the monopoly on fruit export which Sicily formerly held. We find, therefore, much more second quality fruit suitable only for oil pressing being produced in Sicily than, for instance in Spain or California. On an average, the north coast of Sicily between Messina and Palermo produces about 75% of edible and 25% of second grade fruit per year. Conditions on the east coast vary, however. In the province of Siracusa, in normal years, about 25% of the total production of lemon fruits is second grade fruit which proportion, however, in the region around Mount Etna and north towards Messina increases up to 75 and 80% of second grade fruit. Along the southeast, east and north coasts we find the centers of oil production classified according to their importance shown in Table I. A certain quantity of oil is produced in Calabria not, however, by handpressing but rather by the same "Macchina" which is used for pressing oil of bergamot. The total production of Italian oil of lemon varies between 1,500,000 and 1,800,000 Sicilian pounds\* and is subject to much fluctuation according to climatic and growing conditions and the demand for edible fruit.

The lemon tree was brought into Sicily from India

Catania and

Fiumefreddo Giardini

Giarre Carruba

Termini

Portinico

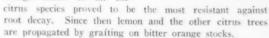
Pachino

Lentini.

'ittoria

Note

mmerese



Lemon trees require a well drained soil and a moist and temperate climate. They grow best on well-sheltered hillsides facing the sea, in altitudes up to 2500 feet.



#### Table I

surrounding territory Acircale	
Giarre Carruba	District of Mount Etna, most important center for the production of oil.

#### S. Teresa di Riva Nizza di Sizilia The territory surrounding Messina and west. District of Messina, second important

Baghiera Palermo and surrounding territory. Monreale Carini	District of center.	f Palermo,	third	importan
Carini	J			

Avola Siracusa and surrounding District of Siracusa, fourth important Floridia

rcellona tti Agata di Miletello Stefano	District of center,	Barcellona,	fifth	important
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District of Vittoria, sixth important

Higher altitudes are impossible because the climate would be too severe especially in the winter time and because of the impossibility of proper irrigation during the hot summer. The trees should be planted from 12 to 15 feet apart in squares and the ground well cultivated every year or at least every second year. For this work the Sicilian farmer employs a primitive hoe, known as the "zappa." Stable manure or artificial fertilizers (ammonia salts or phos-

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during the reign of the Saracens about 1000 A. D., and has been cultivated there since that time. Formerly lemon trees were propagated only from seeds. About the middle of the last century root disease destroyed practically all the citrus trees with the sole exception of the bitter orange which of all the

<sup>\* 1</sup> Sicilian Pound = 317.621 grams.

phates) in the proper proportions are freely used. For proper growth it is necessary to trim the trees every year and remove all the dead twigs and branches. The most important factor in the cultivation of lemon trees is regular and skillful irrigation. This requires experience on the part of the farmer, otherwise root diseases (marciume radicale) are likely to attack the trees. Irrigation usually begins in June and is continued at regular, sometimes weekly periods, until the fall rains. Water from the reservoirs is fed through small ditches to the lemon trees growing on terraces.

The harvest of lemon fruits continues throughout almost the entire year but varies in importance with the seasons, Generally we distinguish between winter and summer fruit. The ripening of the fruit and the harvest depend upon the corresponding period of blossom.

#### Winter Lemons

The first bloom begins about the end of April and reaches its climax by the middle of May. The fruits of this bloom are harvested from the latter part of September to the end of October and represent about 10 to 20 per cent of the entire crop. The second bloom takes place from the end of May to the middle or latter part of June. The fruits from these blossoms are harvested from the middle of November throughout the entire month of December and represent about 40 per cent of the total harvest. This fruit is very hardy and keeps well for months and is, therefore, best adapted for export (frutta di durata). The third bloom lasts from late in June to early in July and produces fruits which ripen during January and February of the following year. It amounts to about 30 per cent of the total production of fruit. This crop is not suitable for export but for the production of oil and citric acid. There is a last and smaller bloom during July, the light colored fruits of which mature during March and April of the following year. These lemons, "Bianchetti", are used for export because the oil obtained from them is inferior in citral content and has an optical rotation below the Pharmacopoeial limit.

#### Summer Lemons

Through a special method of cultivation, it is possible to get a summer harvest of lemons. The trees are kept dry without irrigation until the end of July at which time irrigation is resumed. The trees bloom extensively in August and September and the fruit which because of its green-yellow color is called "Verde li" is harvested the following summer. This method of cultivating is a very hard strain on the trees and reduces their normal longevity of eighty down to fifty and sometimes even to forty years, yet the greater profit derived from the export of verdelli fruit offsets this disadvantage.

Of the verdelli fruit only the damaged or second grade is used for the manufacture of oil, not only because the export of edible fruit brings very good returns but also because the properties of oil of verdelli lemons do not usually lie within the limits of the Pharmacopoeia. However, such oil which is manufactured from summer lemons for certain reasons (such as damage to the fruit, the high price of oil, the low supply of oil available, the heavy demand for oil, low prices for export fruit, etc.) is usually mixed with the stock remaining from the previous winter because it imparts a certain freshness to the old oil.

The last fruits of the verdelli harvest are called "Bastardoni." Their oil, as in the case of the verdelli oil, has a low optical rotation and is not exported as such but is usually bulked with the stock of normal oil.

#### Properties of Oil of Lemon

The constants of oil of lemon are subject to considerable variation. They vary not only in different years with changes in climate and temperature, but also during the course of the season and especially in various regions of production. As a rule, we can say that oils made at the beginning of the season show the highest citral content, highest rotation and lowest evaporation residue. At this period the quality of oil is best. As the season progresses and the fruit becomes more ripe, the citral content and rotation decrease while the evaporation residue increases.

G. Ajon1 has made the following observations:

Period	Condi- tion of Fruits	d15°	αD20°	Citral Content Accord- ing to Kleber's Method	Evapora- tion Residue	Yield of Oil per 100 Kilos of Fruits
End of October, 1925 March, 1926	Green Yellow (Best	0.8589 0.8577	61° 41′ 61° 24′	4.65 % 4.35 %	3.97% 1.54%	413.6 gr. 263.2 gr.
End of	Quality)					

June, 1926 Yellow 0.8586 54° 38′ 4.14% 5.89% 158.2 gr. (Very Ripe)

From various sources in Messina, the writer gathered the following information:

CITRAL CONTENT OF OIL OF LEMON MADE BY HANDPRESSING IN MERCHANA

December to beginn	ing	of	January	 Up to	6%
January to February					5 to 5.5%
March					5 to 4.5%
April					4 to 3.8%

The constants of oil of lemon, as we have said before, vary in the different regions of production, particularly the optical rotation which is characteristic for each district. (See the map of Sicily in Gildemeister & Hoffmann's The Volatile Oils, Second Edition, Volume III.) Just what variations oil of lemon undergoes in different regions may be seen from Table II on the next page issued by the Department of Commerce, Washington, D. C., Special Circular No. 41.

Variations are apt to occur every year.

Table III is a table of the properties of oil of lemon as they have been found by noted authors during the last few years.

Pure standard samples manufactured by handpressing under the writer's strict supervision in Messina, November, 1928, showed the following properties:

Specific Gravity at 25°	Optical Rotation at 25°	Evaporation Residue	Citral Content
0.8540	 +64° 43°	2.3%	4.5%
	 +64° 38'	2.45%	4.6%
0.8544	+64° -40'	2 39 05	4 600

Summarizing, we arrive at the conclusion that Sicilian oil

<sup>&</sup>lt;sup>1</sup>G. Ajon, Annali della R. Stazione Sperimentale di Agrumicoltura e Frutticoltura in Acircale, 8 (1926), 106.

	Specific Gravity (d15.5°)			Rotation 15.5°)		poration sidue	Citral Content	
District Siracusa Acireale to Giardini Santa Teresa Messina North Coast Barcelona to Orlando.	0.8588 0.8602 0.8602 0.8598	Minimum 0.8558 0.8562 0.8570 0.8570 0.8562 0.8568	Maximum 67.75° 64.85° 63.60° 63.95° 64.90°	Minimum 59.45° 58.85° 54.55° 55.55° 57.80° 35.10°	Maximum 2.90% 2.94% 3.10% 3.08% 2.82% 2.92%	Minimum 1.90% 1.80% 1.84% 1.76% 1.78%	Maximum 5.65% 5.10% 5.80% 6% 5% 4.85%	Minimum 3.45% 3.60% 3.85% 4% 3.40% 3.50%
			Table II	1				
Author Ogston & Moore.  E. Berté E. Berté	Year 1925/26 1925/26 1926/27	Specific Gravity (d15.5° 0.8561-0.8 (d15°) 0.8560-0.8 (d15°) 0.8555-0.8	9 ) 589 8600	Optical Rotation (aD15.5° +58.3° - +6 (aD15° +56° - +( (aD15° +60° - +60°	7.05°	Evaporation Residue 1.84%-2.68%	method, According	to Romeo's 3.5%-5.8% to Romeo's 3.5%-5.8%
Ogston & Moore	1927/28 1928/29	(d15.5° 0.8560-0.8 (d15°) 0.8563-0.8	586	(aD15.5° +60.1° - +6 (aD15° +62.79° - +1	7.05°	1.94%-2.98%	3.75%-5.5	
La Face (machine-pressed oils)	1928/29	0,8570-0.8		+62.89°-+		2.89%-4.85%	3.01%-4.16	

The properties of summer oils (bianchetti, verdelli and bastardoni) are different from those of winter oils. As a rule, we encounter in the summer oils lower in citral content, specific gravity and optical rotation-in fact, below the limits of the Pharmacopoeia so that they cannot be exported. On the other hand, the flavor of verdelli oil is excellent, sometimes even superior to the oil made from winter lemons. Thus, verdelli oil is used in Sicily for bulking with winter oils from the previous season.

The properties of oil of verdelli as found by various authors are:

Author	d15°	∝D20°	Citral
Romeo (1927)		+50° 47"	4.29%
F D-mid (1029)	0.9590 0.9400	1.500 00 1.550	3.40%

An oil of verdelli made under the supervision of the writer in the summer of 1929 in Messina-Giardini had the following properties:

		5°	
∝D20°		 	+54° 50'
Citral c	ontent .	 	3.5%

A few words more about the citral content of oil of lemon. Commercially, this is the most important characteristic of oil of lemon which is always offered and judged in Messina and Palermo according to its citral content. The price paid by the Sicilian exporters to the farmerproducers is based upon a citral content of 4 per cent, price adjustments being made according to whether the actual content of each parcel is higher or lower than 4 per cent. Oils coming in from the producers are usually bulked by the exporters in order to obtain an average citral content of 4 per cent. It should be remembered that a high citral content does not necessarily mean better flavor value. Sometimes oils of lower citral content show a finer and more delicate, truer to the lemon peel flavor than oil with a higher citral content.

#### Constituents

Excellent and detailed reference as to the constituents of oil of lemon may be found in Gildemeister & Hoffmann, II Edition, Volume III, so that we can restrict ourselves to a mere enumeration of those constituents which have been found up to now:

(a) Ternenes:

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- Octylene (?). a—Pinene (traces).

- Camphene.
  β—Pinene.
  β—Phellandrene
  μ—Terpinene.
  d—Limonene (main constituent).
- (h) Sesquiterpenes: Bisabolene. Cadinene.

- (c) Oxygenated constituents:
  Methyl heptenone,
  Cetyl aldehyde,
  Nonyl aldehyde,
  Citral.
  Citronellal.

  - Citronellal.

    --Terpineol.

    I inalyl acetate.

    Geranyl acetate.

    Methyl anthranilate (traces).

    4.6 Di-methoxy cumarin forming part of the evaporation residue of oil of lemon.

The aldehydes, especially citral, are most characteristic for the flavor.

#### Analysis and Adulteration

An oil which is used in such large quantities as lemon oil in the perfume and flavor industries promises rich returns to the skillful adulterator and for this reason oil of lemon always has been and still is subject to adulteration in a very marked degree. In former years, adulteration was accomplished in a rather crude way simply by the addition of oil of turpentine. Against such forms of sophistication, a method of analysis has been worked out which enables us to detect crude or less skillfully made additions. Among the important analytical tests are the determination of-

- Specific gravity
  Optical rotation
  Refractive index
  Citral content (determination according to Dr. Kleber).²
  Evaporation residues. Specification of temperature important.

- apporation residues. stillation test (optical rotation of the first 10% should not be higher than 5% as compared with the rotation of the original
- Chace's test for pinene.3

The application of all these tests permits us to arrive at certain definite conclusions as to the purity of the oil in question. A decrease in the specific gravity, evaporation residue and citral content, for instance, suggests added terpenes, the nature of which can eventually be determined by the optical rotation.

It is evident that the changes and variations in the constants to which even pure oils of lemon are subject every year, during the season and in the different regions of production allow ample leeway for adulteration. This uncertainty as to constants and properties of pure oils has even been increased in late years through the ever-growing quantity of machine-pressed oils which, according to the type of machine used, have further extended the limits of the properties of physical constants. At the present time when a transition from hand-pressed to machine-pressed oil is taking place, more or less unknown to the consumer

The method of Dr. Kleber is accepted by the U. S. P. A modification has been suggested by Bennett & Solomon (The Perfumery & Essential O.4 Record 18 (1927). 511), and by Schimmel & Co. A. G. (Schimmel's Reports, 1928, page 19).

The Occurrence of Pinene in Lemon Oil"—U. S. Dent. of Agriculture, Bureau of Chemistry, Circular No. 46, October 30, 1909.

outside of Sicily, we are quite in the dark as to the qualities of oil which are being exported from Sicily. It is no wonder that the adulterator has taken full advantage of the situation and that within recent years adulteration has been raised to the level of a "science," which fact has placed the analytical chemist in a very difficult position. It might as well be frankly admitted that within late years legitimate analytical chemistry has fought a losing battle against clever and skillful adulteration. Anyone who is familiar with conditions in Sicily is aware of the following facts: that huge amounts of terpenes as by-products from the manufacture of terpeneless oil of lemon are being offered and are in great demand in Sicily; that many tons of artificial citral (made from lemongrass oil) are imported yearly into Sicily; that "Consulting Chemists" in



THE COAST OF SICILY IN THE LEMON DISTRICT

Messina freely offer their services; that agents and salesmen of manufacturers of synthetics in Central Europe or on the Italian Peninsula visit the farmer-producers of oil of lemon offering their dubious products, together with formulas for their application. Not even the analytical control of all outgoing citrus oils required by the Italian Government is sufficient to stop adulteration, since the analysis of these government institutions can be merely a routine analysis, passing on citral content, rotation, specific gravity and evaporation residue and is unable, therefore, to detect clever adulterations. On the contrary, the official certificate of purity on a batch of oil exported is liable to give a legal guarantee of purity even though the oil may be adulterated.

Among the compounds which are being used at present for the adulteration of oil of lemon are the following:

Terpenes of suitable optical rotation and specific gravity, obtained partly from other oils and partly synthetically.

Terpenes and Sesquiterpenes originating from the manufacture of terpeneless and sesquiterpeneless citrus oils.

Citral originating from oil of lemongrass and of particularly good solubility.

Citronellal Nonyl aldehyde

In very small quantities.

Terpineol
Geranyl and citronellyl acetate, etc.
Residues originating from the manufacture (distillation in vacuo) of
terpeneless and sesquiterpeneless lemon oils which serve to increase the specific gravity.

The addition of a modest percentage of such skillfully made compounds to genuine oil of lemon cannot be detected by our present routine analyses since the chemical and physical constants of the mixtures are practically the same. In the United States it has become common practice to offer and sell oil of lemon with the guarantee that its constants fall within the limits of the United States

Pharmacopoeia. Yet whenever an oil has been adulterated and its constants lie within the limits of the requirements of the U.S.P., it is, nevertheless, a clear violation of these requirements because the U. S. P. states plainly:

"Oil of Lemon (Ol. Limon):

The volatile oil obtained by expression from the fresh peel of the fruit"-etc.

It is evident that all adulterated oils, no matter how skillfully done, violate this fundamental requirement. It is therefore important that the buyer insist upon all of the requirements of the U.S.P. and, even better, that he insist upon a strict guarantee of purity on the part of the dealer or producer.

Such artificial mixtures of terpenes and small amounts of oxygenated compounds as described above are sometimes likely to be quite soluble. They are usually light in color and for this reason are sometimes used as admixtures to the dark and more insoluble oils made by machine pressing. Hence there are many opportunities for the adulterator, and it is no surprise that the honest producers and exporters in Sicily are sometimes quite discouraged with the present situation and outlook for the future. Their only consolation rests in the hope that the truth about quality and manufacturing costs of the pure oils in Sicily will finally spread among consumers abroad, to the end that oils of pure quality will at last be recognized as the best purchase after all and that producers of pure oil will be encouraged in their efforts to improve the ethics of the industry.

Since the usual routine analysis applied to oil of lemon fails to detect clever adulterations, many noted chemists are working on more efficient methods.

G. Ajon' has based his research work upon the critical temperature of solubility of fractions of lemon oil. He prepared mixtures of oil of lemon with terpenes, sesquiterpenes and citral which the ordinary tests of analysis failed to identify as adulterated products. Also, the boiling point of twenty-five such fractions were quite close together. However, these fractions and particularly the higher ones showed certain differences in their temperature of solubility, especially in lower proof alcohol, when compared with the corresponding fractions of pure standard oils.

In another line of experiments, G. Ajon<sup>5</sup> determined and compared the citral content of the fractions of adulterated and pure oils. He came to the conclusion that characteristic differences do exist which, however, can be noted only if experimental conditions are kept rigorously equal and constant. More work along these lines will be necessary before the method can be adopted.

Romeo & Giuffrée<sup>6</sup> based their work upon the fact that genuine oils of lemon contain from 1.25 to 1.75% of esters calculated as geranyl or linalyl acetate, which percentage s visibly diminished by the addition of terpenes provided these amount to at least 25%. They also tried to establish a relationship between citral and ester content, the ratio between which should not be higher than 3:1 in the remaining fraction of a pure oil of lemon after 90% of the oil has been distilled off. We cannot quite agree with the validity of these tests because for a skilled adulterator it is easy to "reconcile" the ratio between citral and esters

Schimmel's Report April/October, 1920, 30, and Sulle Essense di Limone, Estr. Annali R. Stazione di Agricoltura e Frutticoltura, Vol. V, 1919, page 1.
 Schimmel's Report, 1923, 33.
 Estratto dagli Atti dei I, Convesso Nationale di Chimica pura ed applicata (Roma, 1923), page 322.

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by adding the necessary amount either of lemongrass citral or of artificial esters.

Although all these efforts have failed to offer reliable tests for the purity of oil of lemon, there is no doubt that the comparative fractionation of a doubtful and a genuine standard oil, let us say, into ten fractions and the taking of chemical and physical properties of the corresponding fractions of the two oils and making a comparison will give a better insight into the constituents of an oil than a mere routine analysis. Especially valuable are odor and flavor tests of each fractionation as compared with the odor and flavor of the corresponding fraction of the pure oil. In this way the note of added lemongrass citral becomes quite evident to an expert nose and palate. Of course, such an analysis is complicated and requires time but might often be worth while.

#### Manufacture

Up to a few years ago, expressing by hand was the only method used in Sicily for the manufacture of oil of lemon. Today about 50% of the total production is made by machines, the various types of which we shall study later on. Everything seems to indicate that this percentage will further increase so that within a few years only a small percentage of the total output of oil of lemon will be expressed by hand. Already it has become difficult to find oil of lemon on the Sicilian market which has been made purely by handpressing, the oils offered being mostly a mixture of hand and machine-pressed oils.

The method of handpressing is simple and primitive. First the fruit is cut into halves and the pulp removed with a spoon of special shape. This task is performed by women and girls on piece-work. The peels are then soaked in water to impart to them a certain stiffness so that the oil cells are readily ruptured. The peels are then pressed by men with the thumb and forefinger of one hand into a sponge held with the other hand over an earthen pot. Whenever the sponge becomes saturated, it is squeezed out into the earthen pot. The liquid in the pot consisting of essential oil and water separates into two layers. The topmost is the lemon oil which floats on the surface because of its lighter gravity. The oil is decanted, filtered and stored. Handpressing is done in dark cellars because daylight would react unfavorably upon the quality and yield of oil.

One man can press in an eight-hour day up to five (5) Sicilian pounds of oil (1 Sicilian pound = 317.621 grams).

The yield in general varies with the season, the climate and the weather. Frost and rain cause it to decrease. The yield is greater in the early part of the season while the fruit is green than later on when it has ripened and turned to a yellow color. One thousand lemons weighing about 115 kilos yield about 400 to 500 grams of oil.

The pulp of the fruit, as a rule, is pressed out in rather primitive presses and from the fruit juice thus obtained calcium citrate is precipitated and separated in a filter press. The press cake is sold to the Camera Agrumaria which holds a monopoly on the distribution and export of citric acid. The Camera Agrumaria pays for the press cake according to its content of calcium citrate and citric acid respectively. The producer has thus a regular and guaranteed sale for an important byproduct of the oil manufacture which helps considerably to reduce the cost price of his oil. Some of the manufacturers, especially those who have good commercial relations abroad, instead of working up the juice into calcium citrate,

prefer to export the fruit juice in sterilized form. Ten thousand kilos of lemons (about 100,000 lemons) give 4,500 kilos of peels and 5,500 kilos of pulp which in turn yield 4,000 kilos of juice containing 6% of citric acid. There are today four citric acid factories in Sicily—near Palermo, in Messina, in Santa Teresa di Riva and in Tremestiere, supplying an important part of the entire world's requirements.

In the following we shall attempt to make a calculation for the cost of manufacturing oil of lemon by handpressing. We must bear in mind, however, that the value of such an attempt is of rather a doubtful nature since it depends mainly on the cost of the fruit and this is an ever changing item dependent upon many factors, primarily the size of the crop and the demand for fresh edible fruit. We submit below a calculation of the cost of pure hand-pressed oil of lemon corresponding to conditions which prevailed during the first part of 1929. Let us assume that we pay 70 to 80 lire for 1,000 "scarto" lemons weighing 110 to 120 kilos.

Oil lemon hand pressed: Cost of 1,000 lemons. Lit. Cutting fruits in halves. Removing pulp Hand-pressing of peels Amortization of sponges, knives and baskets.	70.00 .50 1.15 4.80 .45	80.00 .50 1.15 4.80
Lit.	76.90	86.90
Less value of lemon juiceLit. 40.00 Less value of refuse as feed2.00	42.00	42.00
Total cost I	34.90	44.90
If citrate of lime instead of lemon juice, add	20.00	20.00
Total cost II	54.90	64.90
Yield of oil taken as one American pound (about 4 Cost of 1 lb, oil lemon hand-pressed		\$2.36



AT WORK IN A LEMON GROVE

We have taken the normal exchange rate of \$5.26 for 100 lire. It will be noticed that the cost of the fruits is a very important factor and a fluctuation from 70 to 80 lire for 1,000 fruits was at that time considered normal.

We have calculated two separate costs:

I. Should a producer be fortunate enough to have a market for his lemon juice, his cost of oil will be considerably lower than when—

II. Working up the lemon juice into citrate of lime.

The cost of this product is stabilized, the Italian Government buying at a fixed rate all quantities offered by producers. One can safely say that with very rare exceptions,

(Continued on Page 742)

# A Survey of Technical Literature

by Col. M. T. Bogert, Professor of Organic Chemistry, Columbia University, Consulting Editor on Synthetics

- 42. L. Ruzicka, H. Schinz and M. Pfeiffer: Utrecht Univ. Carbon rings. XII. The preparation of methylated 14-, 15- and 17-membered cyclic ketones. Helv. Chim. Acta 11, 686-700 (1928). Since muskone is 1-methyl cyclopentadecan-3-one, attempts were made to prepare similar cyclic ketones carrying the Me group in different positions with reference to the CO, so as to compare the odors of such compounds. The method of preparation consisted in heating the Th or Yt salts of the appropriate polymethylene dicarboxylic acid, and it was discovered that such cyclic ketones resulted only when the Me group was in Position 3 or 4. 1, 3-Dimethyl cyclotridecan-2-one has no musk odor. 1-Methyl cyclotetradecan-4-one, m. 28-9°, has a musk odor. 1-Methylcyclopentadecan-2-one, obtained from the Na derivative of cyclopentadecanone and Mel, has a similar but weaker odor than the unmethylated The odor of 1-methylcyclopentadecan-4-one (semicarbazone m. 161-2°) is indistinguishable from that of muskone. 1-Methyl-cyclopentadecan-5-one, bos 125° also smells extraordinarily like muskone. Methylation of dihydrocivetone gave 1-methyl cycloheptadecan-2-one, boa 150°, whose odor is scarcely distinguishable from that of the unmethylated ketone.
- Cyclic ketones of more than nine-membered rings. M. Naef & Cie. Fr. Pat. 32,615. Dec. 9, 1926. See U. S. Pat. 1,673,093.
- Commercial civet. C. T. Bennett and W. M. Seaber. Perf. Ess. Oil Rec. 20, 14-5 (1929). A tabulation of the results of the analysis of 19 different commercial samples.
- 45. C. W. Cornwell. The esterification of ethyl alcohol in citric acid solution. Pharm. J. 120, 391 (1928). After standing for 5 yrs., a lemon oil flavoring mixture which contained orig. 49.8% alc. (by volume) and 25.5% citric acid, was found to have undergone esterification to such an extent that the alc. content was reduced to 38.9% and the citric acid to 12.46%, while the amount of ester formed (17.16%) corresponded exactly to the loss in free alc. and acid. This ester, CoH3O7Et3, did not hydrolyze nor distill to any appreciable extent when alc. and H<sub>2</sub>O were distilled from the mixture containing it, nor could it be separated completely from alc. solns. by means of petroleum ether. The free alc. in such a mixture may be determined by direct distillation if alks. and essential oils are absent; when both are present, by direct sepn. of the oil with the aid of brine and distillation from the neutralized soln.
- 46. J. A. Handy and L. F. Hoyt. Dimethyl phthalate and other esters of o-phthalic acid. J. Am. Pharm. Assoc. 17, 458-61, (1928). The author's work on phthalates has been continued with special reference to the physical, chemical and pharmacological properties of dimethyl

- phthalate and its comparison with diethyl phthalate on whose properties, detection and estimation, they have already published numerous papers. The properties of the di-isopropyl, di-n-butyl, di-isoamyl, and phthalates have also been determined and tabulated. As a possible substitute for diethyl phthalate, the dimethyl ester costs more per lb., weighs about ½ lb. more per gallon, and is less easily available. On the other hand it has one advantage over the diethyl ester as a modifying or denaturing agent for some specially denatured alcs., and that is that its alc. soln. does not become turbid on dilution with H2O. In odor, taste, or action of their alc. solns. upon iron, the two esters were indistinguishable. Tested on mice, the dimethyl ester proved to be somewhat more toxic than Me salicylate. As its toxicity therefore is low and it is easily and positively identified, it is believed to be worthy of consideration as a denaturant for industrial alcohols.
- Perfumes, essential oils and cosmetics in the world's economy. Karl Dopf. Pharm. Zentralhalle 70, 182-5 (1929). An economic study showing the extent of the production and marketing of perfume requisites in European countries.
- 48. Cosmetics in ancient times. F. Kaiser. Pharm. Zentralhalle 69, 793-4 (1928). Some of the materials and preparations used in earlier times.
- Cosmetics. Peter Goenee. Ger. Pat. 474,690. Sept. 10, 1926. A body powder prepared by mixing organic peroxides with a weakly alkaline substance.
- Coloring material for cosmetics. Julius Culmann and Edgar Ahrens (to G. Siegle Corp. of America). U. S. Pat. 1,702,227. Feb. 12, 1929. Aluminum lakes of red dyes.
- Tegin, a new base for cosmetics. A. Karsten-Salmony. Mat. grasses 21, 8,484 (1929). An ester giving emulsions readily with water at 70-80°.
- Synthetic aromatic chemicals. J. N. Taylor. Am. J. Pharm. 101, 345-61 (1929). Lists various perfume and flavoring materials; also U. S. production and import statistics for recent years.
- General characterization of perfumes and aromatics.
   Fred Winter. Pharm. Monatsh. 10, 36-9, 74-6 (1929).
   An address before the Austrian Pharm. Asscc. concerning perfume materials.
- 54. Optical methods for the perfume and flavor chemist.

  Anton V. Kamp. Aromatics 9, 30-3 (1928). Methods concerning the use of the spectroscope, refractometer and polarimeter.

# Where Is the Market—If Any?

And, When Found, What Kind of Advertising Will Best Cultivate and Hold It?

by Leroy Fairman

HARLES F. ABBOTT, Executive Director of the by the New York Times as stating, among other pleaded for permission to modernize his queer, old-fashioned

interesting and important things, that more than half the bankruptcies are caused by the manufacturers trying to distribute merchandise that is unfitted in some way for its market. Also that maximum economy in distribution cannot be effected as long as so many manufacturers concentrate on production instead of

The production of vast quantities of goods which are either unsuited to the needs of any considerable part of the public, or are not properly brought to the attention of that part of the public to whose needs they are suited, is a difficult and unprofitable enterprise.

In the toilet goods industry there are a large number of products whose sole excuse for existence seems to be that their manufacturers desire to make money. That is an excellent reason from the manufacturer's point of view, but a poor one from the consumer's. The consumer-selfish soul! -is only concerned in her own interests. Impassioned advertising may induce her to purchase an unsuitable product once, but never again. And without repeats, selling costs are pretty high.

Even so, the great majority of toiletries have their uses, and conform closely to the needs and preferences of some class of consumer, big or little. In the 120,000,000 people who live within our borders, there is a big market for almost any really worthy commodity-any article that does some one job reasonably well, and is sold at a reasonable price. The problem is to find the market, and effectually cultivate it.

As an example of the type of advertising which finds the market for a product and holds on to it perpetually, that of W. L. Douglas Shoes instantly comes to mind. Originally this advertising was planned to catch the attention, arouse the interest and convince the mind of the average man who wants good quality, value, and long service in his footwear.

The advertising included a picture of W. L. Douglas, a picture of the big Douglas factories, and a short, simple, straightforward statement of the nature and merits of Douglas Shoes. No frills, no flamboyant illustrations. No high-falutin' copy.

This plain but workmanlike type of advertising did the job. It reached, convinced and sold just the class of men who logically ought to wear Douglas Shoes, and it appeared regularly and continuously in the mediums read by those

Having proved its value; having demonstrated its ability to sell shoes in satisfactory volume at a satisfactory selling cost, this advertising was continued year after year, decade after decade. With very slight modifications, it is in use today!

During the lifetime of Col. Douglas, innumerable ex-American Institute of Steel Construction, is quoted pert advertising men journeyed to his door and begged and

> advertising. They showed him beautiful layouts and read over to him smashing examples of copy. They told him that modern, up-tothe-minute, stylish advertising would double and triple his business. Almost with tears in their eyes, they pointed out the promised land and their own unequalled qualifications to lead him to it. To all of which the Colonel replied that he was doing pretty well, thank you, and would continue to advertise in his own quaint way as long as the money rolled in. "I don't believe," expostulated one aggrieved expert, "that anybody ever reads those old

ads of yours any more." "I don't care whether they do or not," replied Col. Douglas, "as long as they buy the shoes!"

Three factors were the basis of the success of Douglas Shoe advertising: the kind of copy that appealed strongly to the class of men who should logically wear the shoes; the selection of media which reached that class, and keeping everlastingly at it with the advertisements which had proved their ability to sell the shoes.

This sounds like a simple, commonsense program—but how many advertisers can you mention who have adopted and followed it.,

In so far as the limitations of the market are concerned. there is a great difference between men's shoes and a woman's face cream or powder. In the latter case, the lines of demarcation are less distinct-far more subject to variations and fluctuations. The wife of a millionaire and her maid may use the same powder-the same perfume.

In view of this fact, the toilet goods manufacturer will insist-no matter whether his goods retail for \$2 or 25 cents -that all classes of women buy and use them, and that there are no limits or boundaries to his field.

It may be quite true that some women in all classes buy any brand of toiletry you can mention, but that does not alter the fact that in quality, characteristics, efficiency and price they appeal 90% to one class and only 10% to all other classes. And if this is true, the advertising ought to appeal 100% to the one class; that scattering 10% is not worth spending money on.

"Well and good," says the manufacturer, "but how am I to determine this matter of class. How do the logical users of my product classify, anyway? Is it a matter of income, or of age, or of education, or of complexion and color of hair, or of geographical location, or just of individual taste? And, if I could classify my logical consumers, how do I know what type of advertising would most strongly appeal to them, or what mediums to put it in?"

Difficult questions, these. To answer them in reverse order, it may be said that obviously those mediums should be used which cover the territory in which distribution has



CUT WHICH FEATURED DOUGLAS ADVERTISING FOR YEARS

been effected, and that both our newspapers and our women's magazines are so cleverly edited that they appeal with almost equal strength to all classes of women. Those of widest circulation are, with few exceptions, read with equal interest by women of every type and station.

As to the type of advertising which will most strongly appeal to the class of women forming the logical users of any toilet product, plain common sense is a good guide, and the careful testing of various copy styles and copy appeals an almost infallible one.

Even when no tests are made I believe that any intelligent manufacturer can—if he will say to his vanity "Get thee behind me, Satan"—very accurately determine the class of women to which his products should most strongly appeal; and that, with the aid of common sense and a good advertising man, he can lay out a type of advertising which will sell the merchandise. Provided, of course, the product has any honest right and title to be sold at all!

But here is the rub. How many manufacturers, in the toiletries industry or any other, have the sound judgment, the nerve, the backbone, to carry on year after year and decade after decade with the type of advertising that makes good for them? How many W. L. Douglases are there, in all America? Mighty few.

Most advertisers change their style of copy every few months—if indeed they ever adopt, even temporarily, any style at all. Many advertisers in the toiletry field seem to change their style with every new piece of copy. If there is no boldly displayed slug, or logotype, giving the name of the product or the advertiser, the reader cannot identify the advertiser without reading the labels on the packages. And this is not always an easy matter, as the packages shown nowadays are often very small.

The "editorial" style of makeup is a favorite today with a considerable group of toiletry advertisers. This style is supposed to be a close imitation of the feature stories in the magazines of the day. It is inviting, interesting and has in many cases proved unusually productive. But it offers no outstanding features of distinction to the individual manufacturer. The manufacturer who is induced to use it finds that his copy looks almost entirely like that of Ponds', or Kotex, or Fleischmann's Yeast. Which, in my humble opinion, is decidedly not so good for the infrequent advertiser, the new advertiser, the advertiser who cannot or will not spend a million a year.

The ultimate consumer can identify a few toilet goods advertisements at a glance. Millions of women doubtless recognize instantly the distinguished features of Helena

Rubenstein, the classic beauty whose swathed countenance adorns the advertisements of Elizabeth Arden, and the familiar arrangement, typography and ornamentation of a page by Coty. How much is it worth to these advertisers to have their copy thus easily and immediately identified by millions of women who do not stop to read a word of it? It is not possible to say; but if we knew the answer, in dollars and cents, it would fairly stagger us! It's the Douglas story all over again,

Take any one of these; Coty, for example. Most women have read some of the Coty advertisements, at some time or other. From what they have read, they have picked up the main points of the Coty story. Such being the circumstances, every Coty advertisement they see and identify, connects instantly with what they already know of Coty, and adds its bit to whatever impulse-to-buy the previous Coty advertising has created in their minds. This remainder element, this recalling of hitherto assimilated information, is one of the most valuable features of advertising. Only those advertisers enjoy and profit by it who have the confidence and the nerve of a Douglas; those who are constantly changing the style of their advertising lose it entirely.

To appreciate the importance of all this, you must bear in mind that only a very small percentage of the readers of a magazine or newspaper read any advertisement all the way through unless it pertains to something in which they have an immediate and pressing interest. A passing glance, perhaps the scrutiny of an illustration or the reading of an attractively displayed headline, is the fate of a large proportion of the advertisements. If then, that passing glance fails to disclose the fact that an advertisement is yours, what good is it to you?

While it is true of the toiletries industry that, as Mr. Abbott points out, many manufacturers are trying to distribute merchandise that is in some way unfitted for its market, I think that failure to find the right market is a more serious error, and failing to concentrate permanently



TWO MODERN EASILY RECOGNIZED ADVERTISEMENTS

and consistently to one type of advertising, that will be readily identified by consumers, is more serious still.

However that may be, all manufacturers in the field will do well to consider carefully Mr. Abbott's further remarks on this subject. He is quoted as follows:

"Possibly one-half of the merchandise sold today requires too much wasteful effort to sell, and, consequently, is more expensive to distribute than it should be. This is because it is not produced in accordance with pre-determined consumer needs and desires. This 'principle' of marketing must be abandoned if manufacturers are to benefit from the era of greater consumption that lies ahead. Success will be impossible without closer adaptation of production and distribution to the consumer.

"Most of our great business men have understood that the consumer is supreme, and have sought to determine what he or she wanted. This, of course has meant consumer research. More than a century ago John Jacob Astor applied it to a millinery store on lower Broadway which he was obliged to take over after a failure. Realizing the store had failed because it did not offer women what they wanted, Mr. Astor sat in City Hall Park and sketched 'smart' hats of the day as the wearers passed. Hats were made up from these sketches and put on display. The store soon started to make money,

"Manufacturers must realize, that consumers are not going to abandon their present supreme position to accommodate those who fail to acknowledge that production must be fitted to demand. They must realize also that high sales costs must exist as long as there is high sales resistance, and that high sales resistance will be encountered as long as attempts are made to force unwanted goods on consumers."

#### Rainbow Nails London's Latest Vogue

Special Correspondence

What do they know of cosmetic modes who only green and red finger nails know? Very little if, as it is claimed, there are not two or three, but 27 different kinds of finger-nail dressing now in vogue, any one of which the fashionable woman may adopt when the occasion demands. A comprehensive idea of the startling nature of fashions in fingernail treatment can only be gained by seeing the ten fingers of a "nail" model, one of whom at a recent London style show displayed a hand made up as follows: Thumb, flaming heart with a gold monogram decoration; index, grass green; middle "six eight" (a form of adornment which gives the effect of crushed crystals); third, royal blue with gilt "half moon" and tip; little, all gold.

The other hand showed "effects" in silver, black, tango, vermilion, and negresse, together with various golden or silver monograms, hearts, query marks, and other devices imposed on the colored background. The enthusiastic cosmetist was careful to explain that the 27 tints were far from representing the limit of what could be done in the direction of nail decoration, and further pointed out that excellent results can be obtained by using "six eight" against different colored backgrounds, applying a coat of varnish as a finish.

Another piece of news worth passing on is that to be really "chic" the halfmoons at the base of the nails should be triangular in shape, and that all colored nails should be tipped gold or silver, or white or "natural," to match such triangles. Beside such rainbow notions, Mme. Tallien's toes, considered so advanced in their day, seem hopelessly insipid.

#### Perfume of the Tuberose

(Continued from Page 726)

musk. Ylang-ylang oil is also usually added in small proportion. As a matter of fact, however, very little tuberose scent is made, and such samples as I have handled have not favorably impressed me with their permanence. No doubt the scarcity of tuberose scent is to be partly ascribed to this difficulty of fixation, which ought not, however, to be insuperable, and also partly to the troublesomeness of preparing the "essence" from the flowers. I suggest, however, that a tuberose scent, satisfactorily fixed, and sold as such, would prove very popular today, if it were well advertised, for nowadays, contrary to the old dictum, even the best of wine needs "bush,"

Tuberose preparations are more frequently used, when they are used at all, for enhancing the floral note of other perfumes. One has only to turn to any old formulary to see what great use the old masters of perfumery made of tuberose in the production of their bouquets. Jockey Club, A La Mode, Bouquet des Fleurs, Mousseline, and many another favorite contained tuberose. Tuberose can also be usefully employed as an ingredient in the confection of the odors of some of the fragrant plants whose ottos are not extracted, such as bouvardia, cyclamen, honeysuckle, trefle, tulip, wallflower, etc. Indeed, the uses of tuberose are endless, its odor being so definitely floral and so extremely delicious; and it is to be hoped, in spite of all difficulties and prophesies to the contrary, that the cultivation of the tuberose and its use in perfumery will not be allowed to become merely pleasant memories of the past.

Piesse's Art of Ferfumery (London, 1891), p. 222. Parfums de France, vol. 5 (1927), p. 290, Some hybrids have been obtained with species belonging to neighbor-

Solide Hystochem (1988) 188 -

#### Tourists Request American Medicinals in Rome

In general, there is a fairly active and constant demand for various kinds of proprietary medicines in Italy. This is especially the case in the Rome section, in which there are no manufacturers of any consequence, as it is one of the most important tourist centers in the country and the large number of Americans that annually visit the city are reported as frequently making requests for such commodities originating in the United States.

The chemical industry in Italy is highly developed and pharmaceuticals, including a wide variety of prepared medicines, are manufactured on a large scale by a number of firms, most of which are located in Milan, Turin, and Bologna. In addition to the large manufacturers there are numerous smaller firms scattered throughout Italy whose individual output is small, but whose aggregate sales are reported to be considerable.

Imported products on sale in Italy include German and French specialties. However, there are also many American preparations available, such as dental creams, medicines, prepared foods, which are widely distributed. In general, Italians appear to be willing to pay higher prices for foreign than for similar domestic preparations, if they are convinced of the superior quality of the imported goods.

However, the purchasing power of the average Italian is small and only medicinals selling at low or medium prices find a ready market .- (Consul Leon Domian, Rome).

# Nomenclature of Organic Chemistry

Excerpts from the Report of the Commission on Reform of Nomenclature by Col, Marston T. Bogert, Columbia University

A T the meeting of the International Union of Pure and Applied Chemistry at The Hague, July 18-24, 1928, the Section of Organic Chemistry, under its Commission on the Reform of the Nomenclature of Organic Chemistry, appointed a "Comité de Travail," composed of members of the editorial staffs of the Journal of the Chemical Society of London (Barger), Journal of the American Chemical Society (Patterson), Bulletin de la Société Chimique de France (Marquis), Gazzetta Chimica Italiana (Betti), Recueil des Travaux Chimiques des Pays-Bas (Holleman), and Helvetica Chimica Acta (Pictet), to work out the necessary details, with Holleman as chairman.

Since the Commission expressed the wish that the amended report of its working committee be given as wide publicity as possible, Professor Holleman prepared it for publication and it appeared in the Rec. Trav. Chim., 48, 641-651 (1929). In the limited space available here, it is out of the question to record, even in outline, all of the 69 rules covered by the report, but an effort has been made to select for presentation some of the rules likely to be of importance to the perfume industry, in the belief that this will also enable the reader to form a judgment as to the scope and character of the work. It is to be understood that these rules are not final, but will quite likely be somewhat modified and amended before submission to the International Union for approval.

The Rules are grouped under the following headings: I. Generalities, II. Hydrocarbons, III. Heterocyclic Parent Compounds, IV. Simple Functions, V. Complex Functions, VI. Radicals, and VII. Numbering.

#### I. Generalities

As few changes as possible will be made in widely accepted terminology, and at present only those compounds will be considered whose constitution is established. The exact form of the words, terminations, etc., will vary somewhat according to the language of the country where used.

#### II. Hydrocarbons

1. Saturated acyclic hydrocarbons will be designated alkanes, and the names of all will end in -ane.

2. Unsaturated acyclic hydrocarbons containing but one ethylene linkage will be designated alkenes, those with two such linkages as alkadienes, etc.; those with one acetylene linkage as alkynes, those with two as alkadiynes, etc.; those with both ethylene and acetylene bonds as alkenynes, alkadienynes, etc.; and the individual hydrocarbons will bear the corresponding terminations -ene, -diene, -yne, -dienyne, -enyne, -dienyne, etc.

3. Branched-chain hydrocarbons will be regarded as derivatives either of the longest straight chain contained in the formula or of that chain which has the maximum number of substitutions, and will be named accordingly.

4. Saturated monocyclic hydrocarbons will be known as cyclanes, those containing one ethylene linkage in the cycle as cyclenes, and those containing two as cyclodienes. The

individual hydrocarbons will bear the names of the corresponding acyclic ones plus the prefix cyclo. Thus cyclopentane  $(C_oH_{1n})$ , cyclohexene  $(C_oH_{1n})$ , etc.

5. Saturated polycyclic hydrocarbons will be named by changing the ending of the corresponding unsaturated parent hydrocarbon to -ane, e. g., naphthalane (C<sub>10</sub>H<sub>5</sub>); but polycyclic hydrocarbons only partially saturated will be designated as dihydro-, tetrahydro-, etc.; e. g., dihydroanthracene.

#### III. Heterocyclic Parent Compounds

I. A few common names whose terminations do not correspond to the functions of the substances, will be changed. Thus, it will be pyrrole and not pyrrol, furan and not furance etc.

2. Di- and tetra-hydro derivatives of pyrrole types will take the endings -ine and -idine. Thus, pyrroline, pyrrolidine, indoline, etc.

3. In general, the names of heterocycles of long established usage will be retained.

#### IV. Simple Functions

Compounds of simple function will be defined as those containing only one kind of function, whether this function appears once or several times in the same molecule.

1. When there is but one functional group, the fundamental chain will be so chosen as to contain that group. When there are several functional groups, the fundamental chain will be so chosen as to contain the maximum number of those groups.

2. Halogen derivatives will be designated by the name of the hydrocarbon from which they are derived, plus a prefix indicating the number and kind of halogens present.

3. Alcohols will bear the name of the hydrocarbon from which they are derived, plus the suffix -ol; in the case of poly-hydroxylated compounds the suffix will be -diol, -triol, etc.

4. The name mercaptan as a suffix will be replaced by -thiol.

5. Ethers will be considered as alkoxy hydrocarbons, but for simple ethers the present nomenclature will be retained.

6. Compounds containing an oxygen united to two atoms of a carbon chain, will bear the prefix *epoxy*-in those cases where it would be unsatisfactory to name the substance as a cyclic compound. Thus, ethylene oxide = *epoxy*ethane; epichlorohydrin = *epoxy*-1, 2-chloro-3-propane; butylene oxide = *epoxy*-1, 4-butane; etc.

7. Aldehydes will bear the name of the hydrocarbon from which they are derived, plus the suffix -al; for thioaldehydes the suffix will be -thial. Acetals will be regarded as 1, 1-dialkoxyalkanes.

8. Ketones will be indicated by the suffix -one, di- and tri-ketones by -dione and -trione, thioketones by -thione.

9. The Geneva rules for the naming of acids will be

10. The ending -ine is reserved exclusively for nitrogenous bases. The present nomenclature of the monamines

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will be retained. For poly-amines, the name of the hydrocarbon will be used followed by the suffixes -diamine, -triamine, etc. For aliphatic compounds of pentavalent nitrogen, the ending -ine will be changed to -onium; for analogous cyclic compounds, -ine will become -inium; those carrying the termination -ole, will alter it to -olium. Thus, pyridinium, imidazolium, etc.

11. Cyclic compounds carrying a single side chain will be regarded as aliphatic compounds with a cyclic substituent. Cyclic compounds with two or more substituted side chains will be designated in the following manner: first the name of the cycle, then successively, in parentheses, the different side chains with their substituents, each parenthesis to bear an index number indicating the location of the side chain on the ring. Thus, benzene (1-methyl-2-bromopropane)<sub>1</sub>—(2-chloroethane-carboxylic-2)<sub>3</sub> acid = (1)CH<sub>3</sub>CHBrCH (CH<sub>3</sub>), C<sub>4</sub>H<sub>4</sub>, CH<sub>2</sub>CHCICOOH (3).

12. Names of complex radicals will be placed in parentheses where this will avoid ambiguities. Thus, (dimethylphenyl) amine = (Ch<sub>3</sub>)<sub>2</sub> C<sub>6</sub>H<sub>3</sub>NH<sub>2</sub>, while dimethylphenylamine = (CH<sub>3</sub>)<sub>3</sub>N C<sub>6</sub>H<sub>3</sub>.

#### V. Complex Functions

1. For compounds containing more than one kind of function, the ending of the name will indicate which one is regarded as the principal function, and the other functions will be designated by appropriate prefixes.

2. For the naming of these various functions, certain prefixes and suffixes will be employed. Thus, for the aldehyde function, the prefix will be aldehydo- (or aldo-), the suffix -al; for ketones, keto- (or oxo-), and -one; for alcohols, hydroxy-, and -ol; etc. (See the original for the full list).

#### VI. Radicals

1. Univalent radicals derived from saturated acyclic hydrocarbons by the removal of one atom of hydrogen will be named by replacing the termination -ane of the hydrocarbon by -yl. As a group, these radicals will be known as alkyls.

2. Similarly, univalent radicals derived from unsaturated acyclic hydrocarbons will bear the terminations -enyl, -ynyl, -dienyl, etc., the position of the double or triple bond being indicated when necessary by letters or figures.

3. Radicals derived from saturated acyclic hydrocarbons by the removal of two or three hydrogens from the same carbon atom will be designated respectively by the endings -vlidene and -vlidyne.

4. Univalent radicals derived from aromatic hydrocarbons by the elimination of one H from the nucleus, will usually be named by changing the ending -ene to -yl (exceptions are phenyl, naphthyl, and a few others).

5. Radicals formed by re noval of a H atom from the side chain of a cyclic compound, will be named as substituted aliphatic radicals.

6. Radicals derived from acids by removal of the OH of the COOH group, will take the ending carbonyl, in place of carbonic (or carboxylic) acid.

#### VII. Numbering

- 1. In acyclic compounds, the carbon atoms of the fundamental chain will be numbered from one end to the other with arabic numerals.
- 2. The positions in a side chain will be noted by letters or numerals, starting from the point of attachment to the main chain, and will be included in the parenthesis containing the name of the side chain.

3. The prefixes di-, tri-, tetra-, etc., will be used before simple names, and the prefixes bis-, tris-, tetrakis-, etc., before names already containing the prefixes di-, tri-, tetra-, etc. Thus, bis- (dimethylamino) ethane = (CH<sub>3</sub>)<sub>2</sub>N CH<sub>2</sub>CH<sub>2</sub>N (CH<sub>2</sub>)<sub>2</sub>.

#### Lipstick in the Heart of a Flower

(Special Correspondence)

A lipstick hidden in the heart of a rose and also of a carnation—made of rubber and worn as buttonholes—are the latest novelties among rubber flowers in London. The little tube is held by a wire which passes through the heart of the flower into the stem. Several debutantes carried bouquets of rubber flowers at last season's Royal Courts. Lilies, orchids, anemones, poppies, sweet peas, violets, roses, and carnations are now being perfectly imitated in rubber.

Many of these flowers are perfumed by a wad of cotton batting soaked in concentrated perfume and inserted in the calyx, but in a few cases the petals are impregnated by spraying. The scent lasts for three months, and the flowers, which retain the freshness of their petals for at least six months, may be sprayed at intervals with their owner's favorite perfume.

At present these unique flowers can be obtained only in England and Germany, their inventor, Mrs. McGarvie Munn, having given permission to a German concern to produce them for domestic sale. Last year Mrs. Munn paid two visits to Germany to teach the process, and early this year the first German sample, a beautiful bunch of roses, was sent to her. Hungary, America, and France are now negotiating for a license to use Mrs. Munn's process. Her English factory has now reached considerable dimensions.

When the rubber has been rolled out into sheeting it is tinted to the general shade of the flower to be copied. The petals are stamped out by machinery, and "assembled" by a girl who does the work by hand with a model of the natural flower before her. They are held at the calyx by a solution of rubber, and the petals finally tinted and then curled over by a touch of a chemical substance. Last of all, the complete flower is perfumed, and it is this very natural perfume that usually removes all doubt from the casual observer's mind as to the genuineness of the flower. The record for quick work is held by a girl who assembled a bud in eight minutes. Twenty minutes is the usual time for a fragrant, full-blown rose.

#### Lever Combine Enters Tea Trade

(Special Correspondence)

During 1929 the number of new companies registered in Britain was slightly less in number but greater in capital than in the previous year. A large part of this capital represented fusions, which have been stimulated by the capital duty concessions. One interesting registration during the year was that of the Allied Suppliers, Ltd., with a capital of £451,800 (\$2,259,000). This new undertaking acquired the tea-blending and packing businesses of the Home & Colonial Stores, Lipton's, Maypole Dairy, Meadow Dairy and Pearks' Dairies. It is understood these companies, which together control some 2,000 retail grocery establishments throughout the United Kingdom, are now controlled by the new Margarine Union-Lever merger.

# Activities of Associations, Societies and Clubs

#### Plans Progress for A. M. T. A. Meeting

The committee in charge of arrangements for the annual convention of the American Manufacturers of Toilet Articles, to be held this year at the Biltmore Hotel, New York City, April 22, 23, and 24, is rapidly whipping plans into shape for one of the best conventions in the long history of the organization. Stress is being placed upon the business sessions which will be filled with interest to the manufacturer and raw material and supply dealer.

This program is now being arranged by a special committee of which C. M. Baker of Pond's Extract Co., is chairman. Mr. Baker has already secured the acceptance of Hon. Clyde Kelly, Member of Congress from Pennsylvania and sponsor of the Capper-Kelly Fair Trade bill which recently passed the House. He also reports that Miss Helen Cornelius of Harper's Bazar whose address on Style in the Package at last year's convention was one of the high lights of the business program, will again address the association on some phase of packaging. Other speakers of national prominence will be announced later.

The entertainment committee is proceeding with plans to make the occasion an unusually enjoyable one. On Tuesday evening the annual theatre party will be held at the Lyric Theatre, the attraction being "Fifty Million Frenchmen," one of New York's best musical successes. Busses will be provided after the theatre to take the party to the Club Montmartre, one of the better night clubs, the exclusive use of which has been engaged for the evening. The regular show will be staged at the club and the affair promises to be unusually enjoyable.

On Thursday evening, the annual banquet and dance will take place at the Biltmore Hotel, Wednesday evening, as usual, being left open so that individuals and parties may arrange for their own diversion.

#### Plan for Drug Trade Dinner

The annual Get-Together Dinner of the drug trade will be held at the Hotel Roosevelt, New York City, March 4. The committee in charge of the affair, which is held each year under the auspices of the Drug and Chemical Section of the New York Board of Trade, is preparing for a record attendance at the dinner and is working on a program of speakers which will be announced later. In order that arrangements may be facilitated, the trade is urged to send reservations at the earliest possible moment to William McConnell, secretary at the rooms of the Board, 41 Park Row, New York.

The section has also appointed a committee to consider and act upon the matter of delays in passing merchandise through the customs. This committee has invited members of the section to pass on to it any information bearing upon this troublesome subject and is prepared to go to the highest Federal authority to secure a correction of present conditions.

#### Hairdressers Dance at McAlpin

The American Master Hairdressers Association held its annual banquet and dance at the McAlpin Hotel, New York on the evening of February 12. This annual affair is always most enjoyable and largely attended and the present of the series was no exception to this rule.

#### "Diekman Night" at the New York College of Pharmacy

The regular quarterly meeting of The College of Pharmacy of the City of New York was held on Tuesday evening, January 21, 1930, in the main lecture hall of the College, where about 400 members and alumni were gathered.

President Butler appointed the following nominating committee to draw up a ballot to be voted upon in March, for the offices to be vacated on July 1 next: William W. Conley, Chairman, William S. Gordon, Irving McKesson, Louis Roediger, Carl Benkendorfer, Frederick W. Cassebeer, and Vito Calcagno.

All other regular business was suspended and the meeting given over to proceedings in honor of Dr. George C. Diekman, Professor Emeritus of Pharmacy.

On behalf of the New York County Pharmaceutical Society, Robert R. Gerstner presented to the college a portrait of Dr. Diekman, painted by Boris Luban. and this gift was graciously accepted by Dr. Henry C. Lovis, on behalf of the college.

Dean Rusby spoke of the sterling qualities of Dr. Diekman, exhibited during their many years' association on the faculty, in particular of his dependability and his loyalty to ideals.

Dr. Willis G. Gregory, Dean of the Buffalo College of Pharmacy, presented to Dr. Diekman, from the members of the New York State Board of Pharmacy, a beautiful silver vase, suitably engraved, in testimony of their appreciation of his loyal service in the interests of the Board.

Dean William C. Anderson and Dean Jacob Diner of the Brooklyn and Fordham Schools added their testimonials, recounting several amusing incidents of their association with Dr. Diekman.

Professor Curt P. Wimmer, present head of the Pharmacy Department, succeeding Dr. Diebman since the latter's retirement, spoke feelingly of his debt to his former chief, whose help and encouragement had made possible many of his worthwhile achievements, and Professor Lewis N. Brown, Associate Professor of Pharmacy, expressed in a few well-chosen words, his gratitude to Dr. Diekman and his appreciation of the privilege of having served under him.

Dr. James Sullivan, Assistant Commissioner of Education of the State of New York, said that the thing which impressed him most about Dr. Diekman was his gracious smile, and said he felt sure Dr. Diekman would not only continue to smile his way through the balance of his period on earth, but would smile his way right through the pearly gates, without challenge.

#### Advertising Men Hear Blair

A new group recently organized in the Advertising Club of New York known as the Drug and Toilet Goods Group held its first luncheon meeting February 11. More than fifty members of the club interested in the drug and toilet goods business were present and listened to a very instructive and entertaining address by Frank Blair, president of the Proprietary Association and head of the Centaur Co., New York. Mr. Blair discussed proprietary medicines from the advertising standpoint. Presiding at the meeting was Herbert R. Mayes, managing editor of the American Druggist, who told of the organization of the group and introduced Mr. Blair.

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# Perfume and Soap in Court and Customs

#### Cosmetic Bill Is Introduced in New York

The second shot of the season in the direction of cosmetic legislation has been fired in Albany, N. Y., where Assemblyman Edward P. Doyle, of Kings, has introduced a bill quite similar to the measure which met with defeat a year ago. The new Doyle bill is of interest to all manufacturers of cosmetics both in the state and out, since it provides that all cosmetics must carry a label declaring that "This Cosmetic is Non-Injurious."

The manufacturer or compounder of a cosmetic is required to file with the State Public Health Department an affidavit stating that "The formula from which this cosmetic preparation is made contains no arsenic, lead salts, lead mixtures, paraphenylene diamine, paratoluylene diamine, paraphenyl diamine, toxic or irritating aniline derivatives, bichloride of mercury in excess of two per centum, any other compound of mercury except calomel, or phenol in excess of ten per centum by weight in a fatty or other solid or semi-solid base, or in excess of three per centum by weight in any solution."

The label must also contain the name and address of the manufacturer or compounder and the date when the article was manufactured or compounded. Violation of the law is made a misdemeanor punishable by a fine of \$500 or imprisonment for six months or by both fine and imprisonment. It is needless to comment upon the many features of this bill which the industry finds objectionable. Steps are being taken to combat the measure.

#### McKesson & Robbins Answers F. T. C.

McKesson & Robbins, Inc., have made a reply to the complaint of the Federal Trade Commission alleging violation of the Clayton anti-trust act in the purchase of competing wholesale drug companies. The answer of the respondent, filed with the Commission on Jan. 25, contends that of the 31 companies named in the camplaint, 9 are not engaged in interstate trade, and are, therefore, not within the jurisdiction of the commission. As to the others the respondent held that while they were in a measure doing business between states, that there was no substantial interstate competition among them. Prior to the issuance of the complaint, the answer said, the respondent had come into possession of the physical assets of 20 of the companies listed by the commission and had transferred the capital stock to new corporations. The other companies were acquired after the issuance of the commission complaint. McKesson & Robbins, Inc., contended that its acquisitions did not adversely affect the interests of the public, but were in the public interest.

#### Duty on Lip-Stick Holders

In an appeal 3307, from T. D. 43715, to the United States Court of Customs and Patent Appeals, Coty, Inc., claims that lip-stick holders, classified at 80 per cent ad valorem under paragraph 1428 of the Tariff Act of 1922 should be dutiable at 40 per cent under paragraph 399 as manufactures of metal. The question at issue is whether these holders are designed to be carried on the person.

#### Alleged Diversion of Alcohol Brings Blanket Indictment

A sweeping blanket indictment was brought in Chicago on February 10 against 186 corporations and individuals, charging them with participation in a conspiracy to violate the national prohibition laws. The indictment charges that 1.000,000 gallons of industrial, denatured alcohol have been diverted to illegal use annually for the last seven years, through the medium of sale for redistillation of toilet waters, disinfectants and other products by this group of firms and individuals. The government alleges that the center of the ring is Anastassoff Srebren of Chicago, who, it charges, devised the means for removing the denaturants from the alcohol and operated the alleged process of diversion.

It further alleges in the indictment that it "believes" that the firms who sold the products had knowledge of the alleged improper use to which they were to be put.

It is the contention of the prohibition authorities that the sale of perfume compounds, which were incorporated in the products alleged to have been diverted, constitutes participation in the "conspiracy," regardless of the fact that these compounds, oils and chemicals may have been furnished in good faith and that their sellers had no knowledge of any diversion, if such diversion existed.

The list of New York companies indicted is as follows: Allied Drug and Chemical Co., Da-Bro Oil and Supply Co., Dee Drug Co., Joubert Cie, Inc., E. M. Laning Co., Maiden Lane Drug Co., Norda Essential Oil and Chemical Co., C. H. Selick & Co., United Products Co., L. A. Van Dyk Co.

Corporations located outside of New York, named, are; Arend Drug Co., Centraphor Pharmacal Co., Chicago Toilet Supply Co., Columbia Bottled Products Co., Century Laboratories, Codiva Co., Holman Soap Co., Humboldt Drug Co., Searcy Manufacturing Co., Majestic Chemical Co., National Beverage Co., Parisienne Preparations. Inc., Perfection Laboratories, Puritan Cosmetics Co., Redwin Manufacturing Co., Royal Crown Manufacturing Co., Schoenhofen Co., Service Laboratories, Sheik Toilet Preparations Co., Temson Spice Co., Chicago Sales and Distributing Co. of Chicago, ViDor Perfumeries, Maywood, Ill., Nipola Laboratories, St. Paul and Standard Laboratories, Inc., St. Louis.

The 155 individual indictments covered the principals and employees of these houses and a few other persons.

This journal has interviewed the essential oil companies and some of the finished products houses covered in these indictments and has received from them sweeping denials of knowledge or complicity in any plot for alcohol diversion. The following is a statement compiled from these interviews with the essential oil companies involved:

"We have no knowledge of any diversion of alcohol by parties involved in this alleged plot. We have furnished toilet waters, perfumes, perfume oils, compounds or chemicals to some of the firms and individuals mentioned in the indictment but they have been furnished in good faith and after approval of the formulæ of all alcoholic products so furnished by the Prohibition authorities in our district. Are we to be held accountable for the ultimate diversion of finished products when our only part in their manufacture was to supply non-alcoholic raw materials for their manufacture

in good faith and after complete approval by the authorities?"

Simultaneous with the action mentioned came indictments against the Corn Products Refining Co., manufacturers of corn products including glucose, and the Fleischmann Co., manufacturers of yeast. These were on the grounds that the glucose and the yeast were being used in the manufacture of illegal beverages. Authorities indicate that further indictments on the same grounds are to follow.

#### "Desist" Order in "Paris" Case

In an order issued on Feb. 12, the Federal Trade Commission directs C. H. Selick, Inc., of New York, to "cease and desist from labeling its bottles and containers with the words 'Paris' or 'France' when the preparations contained therein are not manufactured or compounded in France." The preface to the commission order stated that Selick, Inc., has been engaged for more than fifty years in compounding perfumes and other toilet preparations for sale chiefly to retailers. The order continued:

"All of the respondent's products are made in the United States. The Selick Company has carried on no business in France, but, for a period in the summer of 1929, after issuance of the commission's complaint in this proceeding, arranged with a French firm not engaged in any branch of the perfumery business to send to the respondent samples of French perfumes and bottles.

"The body of the Selick perfumes is alcohol. The process consists of adding alcohol and water to the essential oils in the approximate proportion of four ounces of essential oil to one gallon of alcohol. The mixture is then filtered, bottled, labeled, and packed for shipment.

"Essential oils are produced in a number of foreign countries, including France. However, the Selick company buys its essential oils in this country and uses the cheaper grades.

"Selick's perfumes are sold principally in one-ounce bottles and vials, mainly under two brands, to retailers, chain stores and peddlers. For more than two years the bottles have been labeled 'L'Are Narcisse—Jardeau—New York, Paris' and 'Lucienne—Paris, New York.' From July, 1928, to November, 1928, the bottles carrying the first label bore on their reverse side the word 'France' on a label.

"Circulars carrying reproductions of such labels and bottles were distributed to the trade. The bottles were packed in containers upon which is printed the word 'Paris.'

"The respondent manufactures perfumes for one J. Cohen, of New York, who resells them to retail stores in and out of New York. The bottles are labeled 'Jay's Narcissus—Jay et Cie—Paris, New York.' The Selick company also manufactures perfumes for Cosmetics and Drugs, Inc., Boston, wholesalers, the bottles being labeled 'Bea Van et Cie—Paris, New York,' and 'Eau de Toilette.'

"Nowhere on the labels or boxes containing the individual bottles of the four brands of perfumes does the name of C. H. Selick, Inc., appear,

"The commission holds that the respondent's manner of labeling, advertising, and selling its perfumes places in the hands of dealers a means of committing fraud on a substantial portion of the buying public, and is unfair competition with companies who deal in and sell perfumes manufactured or compounded in France and imported to the United States, and with dealers who deal in perfumes manufactured here and who in no manner represent them as being of French manufacture."

#### Ruling Made on Lipsticks

The United States Customs Court has decided that metal lipstick cases, designed to be carried on or about or attached to the person are properly dutiable at the rate of 80 per cent ad valorem under the third clause of paragraph 1428, of the Tariff Act of 1922. Claim for duty at either 40 or 60 per cent ad valorem, under paragraph 399 was denied by the court in an opinion handed down by Judge Sullivan. The case in question was presented to the court by Coty, Inc., in Protest 337438-G-59385-28.

Judge Sullivan writes into the decision a precedent of rather general application to many imported novelty goods to the effect that the fact that these articles are also used in the home, and placed on the dresser, does not indicate that they are not designed to be carried on or about the person.

#### Lagoda Canning Co. Wins Over American Can Co.

A verdict of \$90,000 and \$15,000 attorney's fees has been handed down in the U. S. District Court in Indianapolis, in the case of the Lagoda Canning Co., against the American Can Co. The jury found damages of \$30,000 which were trebled under the law of punitive damages. The suit charged that the American Can Co. had discriminated in prices in favor of the Van Camp Packing Co., and to the detriment of the plaintiff. It was an outgrowth of the litigation between George Van Camp & Sons Co., the American Can Co. and Van Camp Packing Co. The decision will be appealed to the Circuit Court of Appeals and if upheld will probably go to the U. S. Supdeme Court.

The case was based upon alleged discriminatory discounts given by the can company to the Van Camp Packing Co., not being given on account of differences in the grade quality or quantity of the commodity sold, not being given as only due allowance for the difference in the cost of selling or transportation nor being given in good faith to meet competition.

#### No Conflict Between "Solvite" and "Solvit-All"

Registration of the trade mark "Solvit-All" for a solvent to be used in cleaning, disinfecting, etc., has been allowed by the Commissioner of Patents in spite of the opposition of C. E. Langfield, owner of the trade mark "Solvite" applied to dry cleaning soap. The Commissioner in this case laid down the rule that the question to be determined is one not merely of the possible substitution of one article for another, but also whether the properties of the goods are such that a person familiar with the goods of one party and the trade mark used thereon, upon seeing the goods of the other with the latter's mark applied thereto, would be led to believe that these goods were the product of the other party. In the case at issue, the Commissioner decided that confusion of goods could not exist and accordingly allowed the Solvit-All Corp. registration of its proposed mark.

#### Indiana Chain Store Tax Unconstitutional

The U. S. District Court for the Southern District of Indiana has held that the chain store tax law of that state is unconstitutional on the appeal of a large grocery chain. The court held that the law makes an unreasonable and arbitrary classification of stores and in amount of the tax. It further held that the law could not be upheld under the police power of the state because it does not relate to the public health, the public welfare, the public morals or the public safety.

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#### **Recent Bottle Protests**

In T.D. 10711, protests 209005-G, etc., of J. E. Bernard & Co., et al., 220924-G, etc., of Bernard, Judae & Co., et al., 189650-G, etc., of Happel & McAvoy, et al., and 168567-G, etc., of A. Steinhardt & Bro., et al., of New York, claiming bottles classified at 55 or 60 per cent ad valorem under paragraph 218 of the Tariff Act of 1922 to be dutiable at lower rates under paragraph 217 was upheld by Justice J. Sullivan in accordance with stipulations of counsel and on authority of Hudnut v. United States (T.D. 43037).

Similar protests 219325-G., etc., of W. J. Byrnes & Co. of New York, et al., 42634-G, of Geo. Borgfeldt & Co., 165786-G, etc., of Leonhardt & Brush, et al., 232520-G, etc., of Lionel Trading Co., and 341278-G, etc., of Alfred H. Smith Co., New York, were also upheld by Justice J. Sullivan in T.D. 10748.

Belgian Trading Co., in protest 62784-G, etc.; F. Bing & Co.'s Successors et al. in protests 65156-G, etc., and 369587-G, etc., Buchholz & Zelt in 375117-G; W. J. Byrnes & Co., in 348347-G. etc.; Gimbel Bros., Inc., in 376639-G, etc.; Bernard, Judae & Co., et al. in 80670-G, etc.; Sam Levy et al., in 277416-G, etc.; D. Lisner & Co., in 372548 Lo-Curto & Funk et al., in 375644-G, etc.; Ovington Bros. Co., in 374202-G; Mme. H. Rubenstein et al., in 132029-G, etc.; Saks & Co., in 372326-G and 372327-G and Schenker's Inc., in 374201, protest the duty on certain bottles which were classified under paragraph 218 of the Tariff Act of 1922.

Opinion by Sullivan, J.—In acordance with stipulations of counsel and on the authority of United States v. Hudnut (17 C. C. P. A.—T. D. 43649) the bottles in question were held dutiable at the appropriate rate under paragraph 217 as claimed.

J. E. Bernard & Co., Inc., in protest 369584-G, etc., Lionel Trading Co., Inc., et al. in protest 374194-G, etc., and Roger & Gallet of New York in protest 370793-G claim that bottles classified at 55 per cent ad valorem under paragraph 218 of the Tariff Act of 1922 should be dutiable at the appropriate rate under paragraph 217. Justice J. Sullivan, in accordance with precedent set, United States v. Hudnut (17 C.C.P.A.—T.D. 43639) upheld the protests in T.D. 10528.

Protests 383469-G, of B. Altman & Co., Ltd., 345131-G, etc., of L. D. Bloch & Co., et al., 248204-G, etc., of Fritzsche Brothers, Inc., 376706-G, etc., of Guerlain Perfumery Co., et al., and 166905-G, etc., of H. Wolff & Co., et al., of New York, relating to bottles classified under paragraph 218 of the Tariff Act of 1922, and claimed dutiable at the appropriate rates under paragraph 217 were upheld in T.D. 10720 in accordance with stipulations of counsel and on the authority of United States v. Hudnut (T.D. 43649).

W. J. Byrnes & Co. in protests 291335-G. etc.; A. J. Hague & Co., Inc., et al. in 246558-G, etc., and Harriet Hubbard Ayers, Inc., in 171941-G, etc., protest the classification of bottles under paragraph 218 with duty at 55 per cent ad valorem and claim that they are dutiable at the appropriate rate under paragraph 217. Justice J. Sullivan in T. D. 10754 sustained the protest in accordance with stipulations of counsel and on the authority of United States v. Hudnut (17C. C. P. A.—, T. D. 43649).

#### Exit Peace and Quiet

Since the advent of the Talkie, a certain suburb of Los Angeles has become known as "Howleywood,"—Phoenix Flame.

#### **Bath Salts Decision**

Thomas & Pierson in Protest 299193-G against the decisions of the collector of customs at the port of New York claim that bath salts in the form of cubes shown to consist of 95 per centum of sodium carbonate and 5 per centum of sodium perborate, with slight additions of odor of rose or pine, should be held dutiable at the rate of 25 per centum ad valorem under the provisions of paragraph 5 of the Tariff Act of 1922 as a combination or mixture of chemical salts, or in the alternative at 15 or 30 per centum under paragraph 82.

The merchandise in question was returned by the appraiser for duty at the rate of 75 per centum ad valorem under paragraph 62. The special report of the appraiser on protest 299193-G is as follows:

"The merchandise consists of bath salts in cubes, a chemical material, prepared with the addition of perfumery, without alcohol. The mere chemical material is used for softening the water for the bath. The addition of the perfume makes it an article distinct from the mere chemical salt or compound, both in the name and use. In the opinion of this office it is clearly a toilet preparation and was so returned for duty at 75 per cent ad valorem, paragraph 62, Act of 1922. Note Abstract 37391 sustaining this action. Also note Abstract 36895 (T. D. 34920).

Upon the evidence given Justice McClelland, Justices Sullivan and Brown concurring in T. D. 43762 gave the opinion that the bath salts were found to be a combination or mixture of chemical salts and therefore subject to duty at 25 per centum ad valorem under paragraph 5, supra, as claimed.

#### Will Appeal Bath Salts Decision

The Customs Bureau of the Treasury Department has decided to appeal the recent decision of the Customs Court holding bath salts to be properly dutiable at 25 per cent ad valorem. It holds that such salts should be assessed as a toilet preparation at 75 per cent ad valorem. Here is the text of a letter it addressed to the Assistant Attorney General on the subject under date of Feb. 1:

"The Bureau is in receipt of your letter of Jan. 28, 1930, in which you invite attention to the decision of the United States Customs Court. T.D. 43762, involving the classification of bath salts which had been assessed with duty as a toilet preparation at 75 per cent ad valorem under Par. 62 of the tariff act of 1922, and held by the court to be properly dutiable under Far. 5 of the said act at the rate of 25 per cent ad valorem. In accordance with your recommendation you are hereby requested to file, in the name of the Secretary of the Treasury, an application with the United States Court of Customs and Patent Appeals for a review of the said decision."

#### Duty on Artificial Flowers Used as Perfume Burners

Strawbridge & Clothier et al. of Philadelphia in protest, 231393-G, etc., claim that perfume burners in chief value of artificial flowers made of shell, classified at 60 per cent ad valorem under paragraph 1419 of the Tariff Act of 1922, should be dutiable at various lower rates.

In the opinion handed down by Justice J. McClelland in T.D. 10502 the shell burners were properly classified under paragraph 1419. The opinion was based on the authority of Altman v. United States (15Ct. Cust. Appls. 318. T.D. 42488) and Bamberger v. United States (16 Ct. Cust. Appls. 512. T.D. 43238)) noted.

#### Other Customs Decisions

#### Duty on Metal Powder Boxes with Mirrors Protested

Carson, Pirie, Scott & Co., of Chicago, in protest 314502-G etc., claim that metal powder boxes to carry mirror in cover classified at 80 per cent ad valorem under paragraph 1428 of the Tariff Act of 1922 should be dutiable at 50 per cent under paragraph 230. Justice J. Sullivan on the record presented held the merchandise was properly classified under paragraph 1428. United States v. Bonwit (17 C.C.P.A. 96, T.D. 43429) cited.

#### Glass Containers Filled with Liquid Imitating Perfumery

Glass containers filled with liquid imitating perfumery classified at 75 per cent ad valorem, under paragraph 62 of the Tariff Act of 1922 are claimed in protests 328069-G., etc., of B. Illfelder & Co., New York, to be dutiable as blown and gilded glass articles dutiable at 55 per cent under paragraph 218. In T.D. 10721, Justice J. Sullivan upheld this claim in accordance with advice of counsel and on authority of Borgfeldt v. United States (T.D. 43629).

#### Duty on Toilet Sets

Toilet sets, imported by Lord & Taylor of New York were classified as entireties at 60 per cent ad valorem under paragraph 399, of the Tariff Act of 1922. In Protest 360580-G (T. D. 10361) they claimed them to be dutiable as separate entities and in an opinion handed down by Ch. J. Fischer the toilet sets in question were held dutiable as separate entities as follows: (1) Brushes at 45 per cent under paragraph 1407; (2) mirrors at 50 per cent under paragraph 230; and (3) comb and powder jars at 60 per cent under paragraph 399.

#### Protest Duty on Alcoholic Perfumery

Protest 342243-G of the May Co., of Los Angeles. 351242-G, etc., of Bourjois Inc., et al., of New York, 357585-G, etc., of Arthur Feldman et al., 358426-G, etc., of Marcel Guerlain, Inc., 357383-G, etc., of Guerlain, Inc., et al., and 360535-G, etc., of Franklin Simon & Co., of New York, are against the assessment of duty on alcoholic perfumery at \$1.10 per gallon under the internal revenue act in addition to 40 cents per pound and 75 per cent ad valorem under paragraph 62, of the Tariff Act of 1922.

Opinion by Cline, J.—On the authority of Abstracts 2181 and 6048 the protests were sustained in part, according to T. D. 10466.

#### **Coming Conventions**

National Paper Box Manufacturers Association, Cleveland, Ohio, Feb. 26, 27 and 28, 1930.

Annual Drug Trade Dinner, Hotel Roosevelt, New York, N. Y., March 4, 1930.

American Manufacturers of Toilet Articles, Biltmore Hotel, New York City, April 22, 23 and 24, 1930.

American Drug Manufacturers Association, Hotel Carolina, Pinehurst, N. C., April 22 to 26, 1930.

American Pharmaceutical Association, Baltimore, Md., May 5th to 10th, 1930.

Flavoring Extract Manufacturers' Association, Hotel Carlton, Washington, D. C., May 7, 8 and 9, 1930.

American Wholesale Grocers Association, Atlanta-Biltmore, Atlanta, Ga., May 13 to 15, 1930.

American Society for Testing Materials, Haddon Hall, Atlantic City, N. J., June 23rd to 27th, 1930.

#### "Vapex" Wins Injunction

Judge John C. Knox in U. S. District Court has granted an injunction to Thomas Kerfoot & Co., Ltd., against Blackman & Blackman, Inc., Julius Blackman and Theodore A. Blackman, defendants. The plaintiff asked for injunctive relief on the grounds that the trade mark, package, and other points of the defendants' preparation, "Inhalex" infringed and constituted unfair competition with plaintiff's product "Vapex."

Judge Knox granted the petition on the grounds of unfair competition in that the defendants' trade name, their packages, the wording on their labels, etc., were similar to the prior marks of the plaintiff, the injunction to remain in effect until changes in the name, package style and wording were made which would suitably differentiate the two products. Mock & Blum appeared for plaintiff and Gustav Drews for the defendants.

#### Italian Oil of Lemon

(Continued from Page 731)

a producer of oil is obliged to calculate as using the lemon pulp for the production of citrate of lime.

The prices which we arrived at above might be considered as being correct within 10%. We have assumed that the yield of 1,000 normal fruits would average 454 grams (one pound); the actual oil yield may vary from 400 to 500 grams. The prices as figured include no profits for the Italian producer or the American importer, nor do they cover the cost of containers, packing, shipping or customs duties.

#### Distillation

Many attempts have been made to replace the tedious method of handpressing the huge quantities of fruit which the yearly consumption of oil of lemon requires. The method of distillation is applied in the process of Peratoner who recommends steam distillation in vacuo at temperatures considerably lower than 100 degrees. A firm in Palermo works according to this process.

Schimmel & Company, Ltd., have examined this method, the results of which research may be found described in Gildemeister & Hoffmann, II Edition, Volume III. The trouble is that with the application of lower steam temperature in vacuo, only a relatively small percentage of aldehydes and oxygenated constituents distill over, while high steam temperature although increasing this percentage reacts unfavorably upon the oil causing deterioration. Therefore, steam distilled oil of lemon is always rated lower than oil made by hand or machine pressing.

Such a distilled oil obtained by the writer in Messina in 1928 had the following properties:

 Specific gravity at 25°
 .0,849

 Optical rotation at 25°
 .462° 45′

 Solubility
 Soluble in 6 volumes and more of 90% alcohol.

 Citral content
 .3.5%

 Evaporation residue
 .0,35%

 The fresh fruity character of the oil has suffered decidedly.

La Face in the Bolletino Ufficiale della R. Stazione Sperimentale, 1 Gennaio—28 Febbraio 1929—VII, Page 9, describes two distilled oils of lemon as having the following properties:

Locality	Specific Gravity at 15° C.	Optical Rotation at 15° C.	Aldehyde Calculated as Citral	Evaporation Residue
Palermo	0,8540	†67.27	3,87 %	0.65%
	0.8530	†67.15	4.27 %	0.34%

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# Manufacturers' Association

Matters connected with legislation and routine duties have engaged the attention of the officers of the Association of the National Manufacturers of Soda Water Flavors. headed by Dr. B. H. Smith, president, and Thomas J. Hickey, executive secretary, since our review of the activities of this organization a month ago. Probably the most important matter to which the attention of the members was drawn in a circular was the result of the Federal Trade Commission's complaint against the Blanke-Baer Extract and Preserving Co., of St. Louis. This circular is not reproduced here since a full report of the dismissal of this complaint was contained in our January issue on Page 673. The alcohol situation is engaging the attention of members as well and particular attention is called to the reports of our special Washington correspondent in this issue and to the report of the Flavoring Extract Manufacturers' Association in the adjoining column which carried news of considerable interest to all manufacturers of soda water flavors.

#### Plans for F. E. M. A. Convention

The committee in charge of arrangements for the annual convention of the Flavoring Extract Manufacturers Association is proceeding with plans for that event and is laying out a most interesting program of business and entertainment for the meeting. The convention will be held at the Hotel Carlton, Washington, D. C., May 7, 8 and 9.

There will be a meeting of the executive committee of the association on the eve of the convention. The morning of the first day will be devoted to the first business session at which the president's address and reports of officers and committees will be heard. In the afternoon, there will be a motor trip to Arlington and Mount Vernon. After returning from Mount Vernon, dinner will be served to the members and their ladies and in the evening there will be a session at which motion pictures of the vanilla bean and other industries will be shown with a lecture on their production. Another business session will take place the following morning. In the afternoon, a sight-seeing trip in Washington, golf or bridge at the choice of the individual members will be enjoyed, and in the evening, the annual banquet and dance will be held at the Carlton.

The final executive session for active members will be held on the morning of the third day, at which time officers for the coming year will be elected and action taken on the trade problems discussed at the meeting. Details regarding speakers and other matters of interest will be announced at a later date.

#### Official Reports of Soda Water Flavors Official Report of Flavoring Extract Manufacturers Association

Since our last review of the activities of the Flavoring Extract Manufacturers Association of the United States, several matters of interest and importance have engaged the attention of the officers and committee members, headed by George H. Burnett, president and Thomas J. Hickey, attorney and executive secretary. Chief among these have been preparations for the annual convention, plans for which are discussed elsewhere in this issue and problems arising from alcohol and other Washington activities.

The association has sent out several bulletins to the members among them being the following:

#### The Williamson Bill

"The House Committee of Expenditures in the Executive Departments, has reported with favorable recommendation the Williamson Bill, H. R. 8574, which is designed to transfer to the Department of Justice the complete control and enforcement of all of the criminal provisions of the National Prohibition Law.

"We have no objection to the plan proposed by the bill to transfer these functions to the Department of Justice.

"However, we make strenuous protest against certain features of the bill.

"Section 5 provides that the Attorney General and the Secretary of the Treasury shall jointly prescribe all regulations under the National Prohibition Act, and the form of all applications, bonds, permits, records and reports. The present regulations are the result of much study and experience. They were drawn after extensive conferences had been held between the Prohibition Bureau and the users of industrial alcohol. The Attorney General is unfamiliar with this branch of the Prohibition Law, and we object to the Attorney General being granted authority to act iointly with the Secretary of the Treasury in drafting regulations.

"Section 5 also provides that the present Prohibition Regulations shall be cancelled. This indicates that entirely new regulations will be drawn to be approved by both the Department of Justice and the Treasury Department. We believe the present regulations are very satisfactory and should not be repealed.

Section 6 of the Williamson Bill provides that the Secretary of the Treasury (except as otherwise provided by regulations) shall file with the Attorney General copies of all applications for permits (including renewals and amendments of permits), and (except as otherwise provided by regulation) no such permit shall be granted within ten days after copy of application therefor has been filed with the

Attorney General. This provision is, of course, very objectionable. It might require that all applications for permits, (even including permits to purchase on Form 1410) be passed upon at Washington, first by the Treasury Department and then by the Attorney General. No such permits could be issued until ten days after copies are filed with the Attorney General.

"Section 7 of the bill provides that the Attorney General may, if he considers it advisable, act jointly with the Secretary of the Treasury in passing upon any application, and in such cases no permit shall be granted without their joint approval. This provision is objectionable because it gives dual control. In case of disagreements or factional differences between the Treasury Department and the Department of Justice as to matters of policy pertaining to the issuance of permits, the applicant would become the innocent victim of these inter-departmental controversies.

"We are co-operating with other associations and organizations in an attempt to secure proper amendments of the Williamson Bill on the Floor of the House.

"Immediately upon receipt of this circular please wire your Congressman, in care of the House Office Building, Washington, D. C., urging him to insist on the Floor of the House that the Williamson Bill be amended so as to provide that the granting of permits, renewals and extensions thereof, the approval of supplemental applications, and the approval of permits to purchase (Form 1410), shall remain in the exclusive control of the Treasury Department; that likewise the Treasury Department shall retain the sole and exclusive right to make and enforce all regulations pertaining to the permissive features of the National Prohibition Law.

"At the regular quarterly meeting of the Executive Committee of the Flavoring Extract Manufacturers' Association, held in New York City, January 31, 1930, the following resolutions were adopted:

"While applauding the plan to transfer to the Department of Justice that portion of the Prohibition Enforcement Law which pertains to criminal activities, we emphatically protest against similar transfer as applied to the Permissive features of the law. We do this for excellent reasons, among which are—

"'A. For decades the Treasury Department has had intimate knowledge of the legitimate needs of Alcohol in Industry because it has had sole control for the Government. It has therefore, proper appreciation and knowledge of what constitutes necessary

"B. The Department of Justice very properly is calculated to handle all criminal matters, but there will be the natural tendency to regard all Alcohol users principally from the criminal viewpoint and without understanding sympathy with the needs of Industry.

"'C. The Williamson Bill proposes to give joint control to both Department of Justice and Department of the Treasury in regulation of Industrial Permits. This means dual control with the certainty of friction and opposing viewpoints with the result that while the two Departments are attempting to get into agreement the needs of Industry must be held up.

"'D. It is proposed in the Williamson Bill that regulations enforced prior to the effective date of the Act shall not be enforced thereafter—this necessarily means that the experience of ten years' administration

of the law with its intimate consideration of all details of operation will be scrapped and a new set of regulations must be drawn up, distributed to agents and permittees and digested within a period of from 31 to 60 days. Even presuming the Department of Justice is now preparing such regulations in anticipation of the Act, we protest that studies made without consultation with authorized representatives of business men intimately familiar with all phases of the problem are almost certain to overlook the real needs and imperative demands of Industry. The Commissioner of Prohibition called into existence an Industrial Alcohol Advisory Council to represent Industry in consulting with him in drawing up regulations. No member of this Council has been approached for an opinion-opinion based upon practical experience together with a sympathetic understanding of the need for firm control.

"E. A satisfactory set of regulations can hardly be drawn up in the brief time allowable under the Act. The result will be a period in which no regulations whatsoever can be available and the further certainty of confusion from hastily and therefore loosely drawn instruction and lack of time in which those concerned with their administration may become familiar with them. Such confusion will inevitably produce two conditions greatly to be deplored—

"'1. It will embarrass ethical business.

"'2. It will open the flood gates to those who wish to take advantage of the situation.

"'Therefore, in the interest of good Government and the interest of legitimate ethical Industries, we cannot too forcefully protest against any interference with the present methods or of having the interest of our business jeopardized by the changes proposed in the Bill."

#### Proposal to Enlarge Powers of Federal Trade Commission

"Senator Smith Brookhart of Iowa has introduced Senate Bill 2847, which has been referred to the Committee on Interstate Commerce.

"This bill provides that before any corporation shall engage in interstate or foreign commerce, it shall obtain a license from the Federal Trade Commission, which license may contain such terms and conditions as the Commission shall prescribe, and the Commission shall have power to suspend or revoke such license for failure to comply with the law or any rule, regulation or order of the Commission made thereunder.

"Application for license must be accompanied by a statement of the capital investment of the corporation, its transactions in interstate and foreign commerce, its gross and net earnings, and the salaries of its managing officers.

"Corporations operating under such licenses are required to make periodical or special reports to the Federal Trade Commission, which reports shall show capital investment, salaries of officers, etc.

"The bill further provides that a corporation operating under a license shall be entitled to distribute as dividends to its stockholders for any calendar year a total not exceeding 5 per cent of the capital investment, and shall only pay such reasonable salaries to managing officers as the Commission shall approve.

(Continued on Page 785)



#### Mexican Decision Jeopardizes Trade Mark Rights

A decision of considerable importance has been handed down by the Supreme Court of Mexico, involving the trade mark right of corporations doing business in that country. The case decided was that of the Palmolive Co., which brought suit against Messrs. Campedra and Ayala of Mexico. The decision denied the right of the Palmolive Co., to sue in the Mexican courts because it had not registered in the Commercial Registry of Mexico as required by Article 24 of the Code of Commerce of Mexico. The court held in effect that failure of the company to register as prescribed by law precluded any recognition of its existence in the Mexican courts and therefore since it did not legally exist, it could not defend or have any rights in the courts.

The effect of the suit must be felt by any company doing business in Mexico. Two ways of meeting the situation are presented: 1. The company must register, a more or less expensive and troublesome procedure, or 2. It must organize and incorporate in Mexico, a subsidiary to take care of Mexican business.

The expenses of registration are a stamp tax on certificates of registration amounting to \$1.10 on the first \$100,000 and 11c on each additional \$1,000; registration fee on a sliding scale basis and legal fees. These costs in the case of a foreign corporation having a capital of \$100,000 would be between \$1,000 and \$1,500. The American Manufacturers Export Association is planning protests through diplomatic channels on the grounds that the decision is in violation of international treaty relations on trade marks and hence invalid. Meanwhile, corporations engaged in Mexican trade must register or form subsidiary Mexican corporations if they expect to defend their rights in the Mexican courts.

#### Cuban Production of Toiletries

In a recent display of toilet goods produced in Habana, Cuba, there were 18 different brands shown, covering toilet waters, dusting powders, eau de cologne, perfumed soaps, bath salts, and hair tonics, as well as four toothpastes and two mouth washes. There are also three brands of shaving cream put up locally. Practically all of the leading pharmacists in Havana put up lotions and eau de cologne under their own label, and several large concerns manufacture perfumes, toilet soaps, etc. In addition to these Cuban firms, several foreign firms, such as the French houses of Houbigant and Coty, have branches for the manufacture or packaging from bulk of their products.—(Commercial Attache Frederick Todd, Havana).

#### Paris Trade Notes

On December 15th took place the election to the Chambre de Commerce de Nice in the department of Alpes-Maritimes. Among the members up for re-election was Alphonse Morel, one of the owners and managers of the firm, Lautier Fils, of Grasse. It is with great pleasure that we hear that he has been re-elected for a term of six years and we heartily congratulate him for that mark of appreciation which he has received.

Descollonges Frères, Lyons, have incorporated their firm with a capitalization of 5,000,000 francs. They have moved their Paris offices to 10 rue Pergolese.

On December 15th the elections of the president and judges in Grasse Court of Commerce took place. Pierre Morena-Ferrance, a partner in the firm of Charabot et Cie was re-elected president and Henri Benard, of J. Mero and Boyveau, was appointed deputy judge. We extend to them our most sincere congratulations.

The firm of Charles Hartmann, of Pratteln, Switzerland, specializing in synthetics for perfumery and the soap industry, has appointed M. Paillerey, who is a member of the Société des Ingenieurs Civils de France, with its agency for Paris.

#### Lipstick Revolt in Paris

A campaign against cheap lipstick has been started in Paris by a clique of smart young Parisiennes. The campaign is being fought by the cosmetic manufacturers, who, if the girls are successful, declare that they will be faced with a loss of \$50,000,000 per annum. A few pioneering young women of fashion recently appeared at a ball given by the President without a trace of obvious make-up, though one cannot be certain that their complexions were completely natural. The reaction is due partly to a desire for a change and partly because, owing to the differences in facial tints dictated by fashion, women who used low-grade cosmetics found that their skins suffered.

Mlle. Edmond Guy and Mlle. Yvonne Printemps, the stage stars, have appeared without cosmetics, while Mistinguett has temporarily abandoned rouge. No one, however, shows any desire of abandoning perfume, and it is only a matter of time before this freak fashion is dropped and the old Parisienne reasoning that it is a woman's social duty to make the best of herself, is reassumed.

#### **British Trade Notes**

F. W. Gamble, of Allen & Hanburys, has been elected president of the newly-formed Wholesale Drug Trade Association, which is not itself a trading body, its main object being organization of the different sections of wholesale interests in the drug trade by amalgamation and centralized working. In a statement referring to the new body stress is laid on the consideration that, as the welfare of the wholesale and retail sections of the industry is bound up in each other, everything affecting the one must also affect the other, and nothing but good generally should result from the new association.

Upon retiring from the chairmanship of Joseph Crosfield & Sons, Ltd., Warrington with which he has been connected for over 30 years, serving on the directorate for 13, G. H. K. Kingdon was presented by employees with an album containing over 3,000 signatures and a check for £184. Mr. Kingdon doubled the check and handed it to the secretary of the Benevolent Fund to form a trust fund. He has been chairman since 1926.

\* \* \* \*

F. C. Calvert & Co., Ltd., Manchester, is now using on its tins of toothpowder a sealing band which greatly facilitates the opening. This new easy-opening band is claimed to be little short of an epoch-making innovation in toothpowder packing. During the last 30 years the firm has experimented with every sort of tin, patent band, etc., brought to its notice, as well as putting tapes and string under the band to make it tear off easily, but only during the last few months has it brought the experiments to a successful conclusion.

. . . .

The Pepsodent Co. has organized a concerted display of Pepsodent throughout the United Kingdom in conjunction with a national press advertising campaign.

. . . .

Lieut.-Colonel Stanley Watson, B.Sc., D.S.O., M.C., has been elected President of the Proprietary Articles Trade Association. He is the joint managing director of Jas. Woolley Sons & Co., Ltd., Manchester, and has for some years been a vice-president of the Association and on its executive committee.

Foam Preparations, Ltd., London, is initiating a big national advertising campaign and is offering £1,000 in cash prizes in order to widen the distribution of its tonic foot bath. A thousand competition wrappers are being supplied to all druggists placing a sample order during the campaign. . . . .

Howard Baker, Ltd., Vauxhall Road, Liverpool, has been formed to carry on the business of soap manufacturing, candle manufacturing, and as chemists and druggists, with a nominal capital of £5,000. B. Howard Baker, Jr., and G. Elston are permanent directors.

Coca-Cola Co., Ltd., has been floated to take over the business of manufacturing and dealing in essences and cordials carried on by the Coca-Cola Co., Atlanta, Ga., together with the English trade-mark "Coca-Cola" used in connection therewith. The nominal capital is £10,000. Directors are to be appointed by subscribers (F. A. S. Gwatkin, London, and R. Horsey, New York).

#### German Trade in Essential Oils

Germany has a large foreign trade in essential oils. Owing to climatic and geographical conditions, Germany must import the citrus oils and nearly all the crude natural oils as well as certain species of plants from which volatile oils are extracted. The extensive chemical industry is well adapted to the refining of the crude oils; the refined oils constitute an important item in her export trade. Germany represents an important source of supply for American importers of essential oils, who bought approximately \$147,000 worth therefrom during the first 10 months of 1929. The German foreign trade in essential oils during the past five years has been distributed as follows:

IMPORTS 1925-1929 (KILOS) OF ORANGE, CITRON, BERGAMOT, CITPITE OHS

		Pro- 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2			
Principal country	ies 1925	1926	1927	1928	11 Months 1929
France United States.	1,108 116 55	875 154 51	1,164 193 108	1,123 205 94	1,129 147 49
Total	1,492	1,190	1,660	1,671	1,512
	2,465,000	2,348,000	3,101,000	3,622,000	3,926,000

CAMPHOR, ANISE, JUNIPER, ROSEMARY AND OTHERS

Japan Australia Netherland	5,039 371	7,051 998	3,263 2,082	4,406 1,710	3,780 1,202
Fast Indies. China France	836 1,255 894	1,027 798 747	1,232 760 779	1,226 1,215 892	1,243 1,076 1,148
Total	11,155	13,542	11,671	13,140	11,762
Value in marks18	3,650,000	12,910,000	11,991,000	12,649,000	12,433,000

EXPORTS 1925-1929 (KILOS) CAMPHOR, ANISE, ETC.

Country of Asstination	1925	1926	1927	1928	11 Months 1929
United States. Great Britain. Netherlands Italy Austria	370 300 492 127 202	519 323 364 131 287	877 427 364 149 377	1,158 578 504 430 300	2,192 795 766 619 298
Total	4,304	4,771	6,007	7,453	9,727

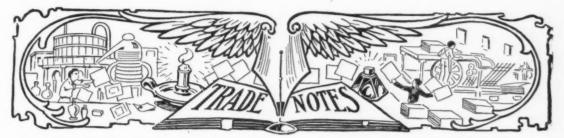
Value in marks ...10,179,000 8,777,000 8,612,000 9,694,000 10,654,000 (Average value of mark during above years \$0.2380 United States currency).

#### Sale of Toiletries in Portugal

The population of Portugal is approximately 6,000,000, but the demand for toilet articles is restricted by the small per capita wealth, the uneven distribution of wealth, the lower classes constituting a large percentage of the population, the provincialism of a large part of the population, and the high duty on these articles rendering them more than twice as costly as in some other countries. However, within those limitations the market for toilet articles is a fairly good one.

Toiletries are produced in Portugal, and their retail prices are necessarily lower than those of imported products. The quality of these domestic toilet articles is, with few exceptions, not very high, but the difference in price is often so great that many persons purchase them.

In shaving and toilet soaps the situation is somewhat more favorable. The Portuguese soaps and some cheap foreign brands obtain most of the business, but some American and the better foreign brands such as "Cadum" and "Pears" enjoy a fair demand. The demand for American toilet preparations has been steadily growing, and while the total exports of these products from the United States is not large, they have increased from \$300 in 1923 to \$5,000 in 1928 .-(Consul General Samuel T. Lee, Lisbon).



Elizabeth Arden, Inc., recently opened a beautiful new salon at 691 Fifth avenue, New York, with a tea largely attended by society. Royalty, artists and business folk appeared to view the masterpiece of beauty shops, designed by Mrs. John Alden Carpenter, wife of the music composer, and Nicholas Remisoff, scenic decorator of the original Chauve-Souris.

Among those who attended were Mrs. W. K. Vanderbilt, Prince George of Russia, Grand Duchess Marie, Princess de la Tour d'Auvergne, Mrs. C. Oliver Iselin, Miss Julia Hoyt, Miss Fanny Hurst, Countess Mercati, Judge Jean Norris and others. Miss Elizabeth Marbury was hostess and Harald Kreutzberg and Yvonne Georgi were guests of honor.

The new Arden salon has a suggestion of period decoration, tastefully blended with the modern. Mrs. Alden said, "No one can afford to overlook such an important influence as the modern. But in accepting the new, no good thing of the past should be discarded."

Columbia University has announced extension courses in retailing beginning with the spring semester. Four separate courses are being given as follows: Marketing e4, covering a complete course in buying for the retail trade; Finance e8R, covering credit and collection work; Marketing e12, which considers the merchandising of drug products and the handling of various types of drug stores; and Advertising e10R, which covers in practical manner the advertising problems of the various types of retail establishment. The courses are being given by competent and experienced men in these fields among whom is Paul C. Olesen of the Druggists' Research Bureau. Complete information may be had from the University.

Nalgiri, Inc., has been organized with offices at 693 Broadway, New York, to handle the Nalgiri line of toilet preparations formerly manufactured by the Kolynos Co. The new company is now owner of the name, copyrights, formulas, etc., formerly controlled by the Kolynos Co. J. A. Martin, recently connected with Norida toilet preparations, is in charge of the New York office and sales in the metropolitan territory. H. A. McCormick will represent the company in New Jersey.

The House of Tre-Jur, New York City, has opened a new division to be known as the Imported Soaps Department. This department will handle the products of Société Cadum, French manufacturers of toilet and bath soaps, and will be in charge of Sidney Koenigsberger. Mr. Koenigsberger is well known in the toilet preparations trade through his long association with J. W. Levy Corp., New York. He will have complete charge of the merchandising and distribution of the imported soaps.

Charles S. Welch, vice-president of Helena Rubinstein, Inc., since the formation of the new company in December, 1928, has resigned and has gone to Pinchurst, N. C., for a golf vacation. He has not yet announced his new plans.

On January 31, Charles T. Maeding severed his connection with R. H. Macy Company, New York City, and



CHARLES T. MAEDING

became associated with Lentheric, Inc., as merchandise manager. For the past ten years Mr. Maeding has served R. H. Macy & Co. in various capacities, starting as a junior section manager in the toilet goods department. As he modestly puts it. "things went so well" that later he was made assistant buyer and then supervisor of several departments among which was the toilet goods. Last spring he became merchandising counsel in charge of seven sections. In his

present position he will have charge of the policies of the company, and of sales promotion in so far as it relates to merchandising.

The Hockwald Chemical Co., manufacturers of soaps and disinfectants, San Francisco, Calif., is moving into new and much larger manufacturing quarters as soon as alterations and remodeling of the new building can be completed. The company has also recently opened offices in Los Angeles and in Seattle and an export department to take care of rapidly expanding foreign business, especially with Latin America and the Far East. L. Hockwald continues as general manager and S. S. Hockwald purchasing agent and export manager, having held these positions for the last twelve years. H. A. Berliner is sales manager, having been promoted to this position some time ago after serving in the sales force for several years. The new quarters in San Francisco will afford room for expansion and also spur track facilities for shipping and receiving. Plans are under way for still further expanding the company's scope.

Merger of the Lambert Company and the Pro-Phy-Lac-Tic Brush Company, on a basis of one-half share of the Lambert stock for one share of the Pro-Phy-Lac-Tic stock, has been agreed upon, according to a statement from the Lambert Company January 28th. The business and good will of the Pro-Phy-Lac-Tic Company will be taken over by a subsidiary of the Lambert Company yet to be formed, and which will be known as the Pro-Phy-Lac-Tic Brush Company.

\* \* \*

Carni, Inc., manufacturers of perfumes, has closed its New York office, formerly located at 50 Union Square. Its business is now being conducted direct from headquarters at Kalamazoo, Mich.

Virginia Dare Extract Co., Inc., Brooklyn, N. Y., has advised us of the election of W. A. Wrench as secretary of the company and Lloyd E. Smith as treasurer.

Mr. Wrench has been connected with the organization for the last eight years in the sales department. During that period he has frequently led the force of forty men in sales volume and has had charge of sales to the bottling and soft drink trade. He has served as president of the Bottlers Service Club of New Jersey and resides at Nutley, N. J. In his new capacity, a part of his time will be devoted to executive work, but the remainder



W. A. WRENCH

will be given to sales as heretofore.

Mr. Smith is a graduate of the Tuck School of Business of Dartmouth University in the class of 1921. He has been associated with the Virginia Dare Extract Co. for the last four years as assistant manager in charge of production.

McCormick & Co., Inc., spice and tea importers and packers, Baltimore, Maryland, have declared their regular semi-annual dividend of 4% on their outstanding 8% preferred stock. Their sales during 1929 were satisfactory in view of general business conditions and the many changes in the grocery trade, while prospects for 1930 are most encouraging. In fact, orders booked for future shipment are nearly 60% more than 1929. Although they have been frequently importuned by large banking interests and others to join big mergers and combinations on very flattering terms, McCormick & Co. have steadfastly refused, inasmuch as their employees are nearly all stockholders and the entire set-up of the organization is more in the nature of a family affair than is usual with firms of like magnitude. With 150 salesmen on the road, the business of McCormick & Co., Inc., has steadily increased and today they are enjoying a large distribution not only throughout the United States, but in many foreign countries as well.

Elmo, Inc., Philadelphia, Pa., have announced the appointment of Jack Alexander as their New England representative. Melting cream, muscle oil, eye lotion and a cream rouge are among the new products the company has recently placed upon the market.

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J. P. Weiss, for the last year general manager of Ogilvie Sisters, New York City, has been appointed sales manager of Milnesia Laboratories, Inc., also of New York. The latter company manufactures Milnesia wafers and Debton's toilet products. Prior to his connection with Ogilvie Sisters, Mr. Weiss was with the Wildroot Co., of Buffalo, N. Y.

In a recent interview, Curtis Campaigne, American sales manager of Yardley & Co., Ltd., advises us that the popularity of their products in the United States has grown so satisfactorily that the time is now opportune to introduce their English complexion cream. This cream, known as Yardley's English Complexion Cream, fulfills a threefold purpose, being used to cleanse, nourish and to protect. Another unique feature is that it may be washed away with water.

In line with the general sales policy of the company this product together with their lavender face powder and lavender soap will be featured in advertisements appearing in the various national magazines.

Continental Manufacturing, Importing & Trading Co., has established headquarters at Chattanooga and will manufacture a line of toilet and drug preparations. The company plans financing through the distribution of its stock to dealers in its products. B. M. Johnson, president and general manager of the new company, was formerly connected with the Plough Chemical Co., Memphis. The company has leased a building at Dodds avenue and Main street, Chattanooga, which it will shortly occupy as plant and office headquarters.

Offices of Pycope, Inc., manufacturers of toilet preparations, have been consolidated with manufacturing space at the plant of the company, 531 Kentucky avenue, Joplin, Mo.

Paul Edwards is to be divisional sales manager of Golden Peacock Bleach Cream in the middle and eastern states, with headquarters in Chicago, and Maurice Tyler, sales manager for the southern states, according to an announcement just made by Will T. Warren, Jr., president of Golden Peacock, Inc., Paris, Tenn. Mr. Edwards has been in the toiletry business for over fifteen years and has a wide acquaintance in the particular territory he will manage. Mr. Tyler is another veteran who has spent most of his ten years with Golden Peacock in the South. Both are eminently fitted for directing the sales effort which will be backed by what Mr. Warren announces as "by far the largest, most comprehensive and most appealing advertising campaign ever launched by Golden Peacock."







WILL T. WARREN, JR.

Golden Peacock bleach cream, claimed by its manufacturers to be the largest selling bleach in America, has wide distribution also in Europe, South America and the Orient. Standard and women's magazines will form the basis of an increased 1930 advertising drive.

Kathleen Mary Quinlan, Inc., has opened a beautiful new salon at 655 Fifth avenue, New York. Miss Quinlan's choice of Robert Locher, one of the foremost designers of the new art, to decorate her new salon, was a happy one. Mr. Locher has sympathetically interpreted the needs of Miss Quinlan's specialized business of creating and styling feminine beauty. In the heart of Manhattan, in the midst of

steel, cement and marble, Mr. Locher has created an oasis where the problems of feminine beauty can be studied, its fascination emphasized.

The foyer is formal, a little dignified like a first introduction. Between silver leaf pilasters, gunmetal and crystal mirrors reflect the soft indirect lighting from the recessed ceiling. The floor is inlaid in a bold geometrical pattern of black, grey and white.



KATHLEEN MARY QUINLAN

The reception room is a harmony of colors, as contrasting in their rhythm as the themes of a modern symphony. Walls of hydrangea pink and blue have been blended to a soft mauve; panel mirrors are framed in the burning blue of sapphire glass; lights are concealed or mounted in burnished gold metal on wall consoles of sapphire blue and gold. The rug is deep piled. mulberry in color; the smart grace of modernism is expressed in divans covered in turquoise, and incidental tables

matching the consoles.

Miss Quinlan, who remains in direct charge of the activities of the company, which is affiliated with Lamond, Corliss & Co., who also act as distributors for Pond's Extract Co., has a suite of offices to the right of the foyer. Her reception room leads from a silver rocm. Here red lacquer molding cheerily break the richness and dignity of wood-panelled walls, behind which are indirectly lighted crystal shelves where the Quinlan creams and lotions, astringent oils, powder and rouge, are displayed.

Mulhens & Kropff, Inc., New York City, recently held a sales meeting at which representatives of the company from all parts of the country gathered to discuss conditions and policies. The sessions, which lasted two days were presided over by Daniel J. Mulster, secretary of the company and were addressed by William Kropff, president, and other officials.

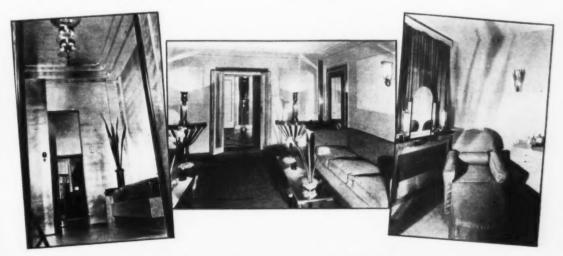
An announcement of unusual interest was that Mulhens & Kropff had decided to place upon the market a new shaving cream. This new product which will be known as "No. 4711 Shaving Cream" is lightly perfumed with 4711 eau de Cologne and forms an important addition to this line of toilet preparations. The convention was devoted entirely to business, no special entertainment features having been arranged this year.

Leigh Chemist, Inc., have advised us that the shop at 501 Fifth avenue, New York, of their subsidiary company, American Beautifying Chemists, has been closed and that the sale of Leigh products as well as the Cleopatra line will be on display at 208 Central Park South, the new location of the Leigh Building. Here under the name of American Beautifying Chemist a new salon has been opened on the ground floor with reception room and offices on

Leigh Chemist, Inc., also announce that their products are now being exhibited and sold by Stern Brothers' department

Edward Plaut, president of the Lehn & Fink Products Co., has announced plans for a greatly increased sales drive on the products of the company and its subsidiaries. The sales force will be increased considerably and advertising will also be larger in 1930. The company controls Hinds' Honey & Almond Cream, Pebeco Toothpaste, Lysol, and also the Dorothy Gray and Lesquendieu lines of perfumes and toilet preparations. \* \* \* \*

Mr. and Mrs. Ralph Boalt of Winona, Minn., are spending February and March with Mrs. Boalt's parents, Mr. and Mrs. E. L. King at their winter home in Daytona Beach, Fla. Mr. King is vice-president of the J. L. Watkins Co. of Winona.



THREE INTERESTING VIEWS OF THE NEW QUINLAN SALON

Marcel Guerlain, Inc., won second prize in a contest for the most effective window display sponsored recently by the Brooklyn Down-town Association. The window was that in the Marcel Guerlain shop in the Fox Building on Flatbush avenue and was decorated in modernistic style, the principal design being executed in silver which was relieved during the holiday season by a contrasting design of red Christmas candles. First prize was won by Long's Hat Store on Fulton street.

Miro-Dena, New York, makers of toilet preparations has moved to larger quarters at 24 Waverly Place. The new quarters afford ample room for the rapidly expanding business of this company and are located in the heart of the Greenwich Village section, convenient to transportation, shipping and raw material sources.

Miss Mae Parker has been appointed by Richard Hudnut, New York, as beauty consultant at Hatch's, Inc., Palm Beach, Fla., which recently opened shop and presents exclusive smartness through both its surroundings and specialized personnel. When the customer enters Hatch's, a selling expert meets her and personally guides her from one department to another, each of which is presided over by a specialized consultant.

Milady wishes a facial cream. She is introduced to Miss Parker. None of your "I'll-take-the-fifty-cent-size, wrapit-up-please," at Hatch's. Seated in a comfortable divan in a cool and charmingly colorful atmosphere, milady and Miss Parker discuss facial creams, wrinkles, methods of application—everything in fact so necessary to the beauty-conscious



MISS MAE PARKER, HUDNUT REPRESENTATIVE IN FLORIDA

woman of today. When milady leaves, she has acquired not only her facial cream, but also skilled instruction as to its use. A long trail and a far cry from the unguided shopping tours of our grandmothers, and an even more distant view from the days in Venice when a lady observed, in her diary, that she was now washing her face as often as once a week—little iconoclast that she was.

The sales managers of Marcus-Lesoine, Inc., held a sales conference at the San Francisco office from January first to January fifth. With the managers were one salesman from each of the branches who were winners of the bonus for this year.

Aladdin Laboratories, Inc., is the new name of the former Aladdin Cosmetic Co., of Minneapolis. This com-



JOHN WM. SMITH

pany was formerly operated as a partnership with Merrill E. Maurer and John William Smith as its proprietors. Mr. Smith has now purchased the interest of Mr. Maurer and has incorporated the company under its new style. No change in general policies or in the address of the company is involved in the change although a considerable increase has been made in manufacturing and office space. Emil Shaefer has been placed in charge of the

plant. He is a chemist of considerable experience and reputation in the toilet goods business.

Almost 2,000 persons thronged the French liner, Paris, the evening of the 23rd of February at a concert and ball given by her owners in celebration of her return to the transatlantic service. She was recently reconditioned at a cost of \$1,000,000. The pier was heavily carpeted and two rows of palms formed an aisle leading up to the gangway. On their arrival at the ship, the guests were greeted by officials of the line, headed by Maurice Tillier, directorgeneral of the line, who made the trip on the ship. The guest of honor of the evening was Paul Claudel, French Ambassador to the United States.

Two orchestras played for dancing on the new glass floor whose light, reflected from below, made the salon an attractive gathering place. A concert at 10 o'clock included renditions by Harold Bauer, Anna Case, Giovanni Martinelli and Felix Salmond, while later a supplementary entertainment of a more frivolous character was given in the Salon Mixte where more than 1,200 guests heard Maurice Chevalier, Jack Donahue and Moss and Fontana.

According to Childs, Jeffries & Co., specialists in chain store securities, the following table shows percentages of increase in sales of prominent chains during 1929 as compared with 1928:

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parcu with 1220.			
	Per cent		Per cent
	Increase		Increase
	12 Mos.		12 Mos.
Safeway	103.7	Silver	27.5
Lerner	57.7	Western Auto	27.4
Neisner	46.6	Grant	19.0
Kroger	38.2	Penney	18.7
People's Drug	36.9	Melville	13.7
Newberry		McCrory	8.7
Metro. Chain	34.1	Kresge	
Murphy	29.7	Woolworth	
McLellan		Kress	5.3
Grand F. & W	27.7	Nat. Tea	5.0

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SALESMEN OF C. F. SAUER CO., RICHMOND, VA., AT CONVENTION

C. F. Sauer Co., Richmond, Va., recently held its annual sales convention. A large number of the company's representatives, especially in nearby states, were present and plans were made for further extension and distribution of the company's line of flavoring extracts, spices and other products.

Several lecturers addressed the meeting, telling interesting stories in regard to the raw materials which the company imports from all parts of the world, and plans were discussed for distribution of Sauer's Vanilla and the thirty-two other items in its line of extracts. Greater sales effort will be made during the coming year especially on Duke's Mayonnaise and other products which were acquired by the C. F. Sauer Co., during 1929 through the purchase of the Duke Products Co., of Greenville, S. C.

After several days of business sessions, the entire convention was entertained by C. F. Sauer, Jr., president of the company, at his country estate on the historic James River.

Pierre, Inc., New York, held its annual sales convention at its offices in January. Plans for increased distribution during 1930 were enthusiastically received by the salesmen and demonstrators who attended. Pierre Roos, president, and E. S. Cramer, general manager of the company, presided at the session.

The company advises us that Miss Ethel Crown has been appointed special representative in charge of Western demonstrators with headquarters at Indianapolis, and Miss Susanne Menna will have charge of demonstrations in the East with headquarters at the New York office.

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At a meeting of the stockholders of the American Soap and Washoline Company January 22 officers for the year were elected as follows: Miss Clara Andrae, president; Hugh P. Graham, vice president and sales manager; James E. Graham, treasurer and plant manager, and Charles G. Andrae, secretary. It was reported at the meeting by Hugh P. Graham that the concern had a very profitable business year and that the outlook for 1930 is brighter than that for last year at the same date.

Otto Christoff of the house of Paul J. Christoff, distributors of Kolynos toothpaste in Brazil and operators of the Brazilian manufacturing branch, has been spending a month at the New York offices and Bridgeport headquarters of the company.

. . . .

The Walgreen Co. has announced that it will shortly begin construction of a four-story building in Chicago for general headquarters purposes.

The annual stockholders meeting of the Poland Soap Works was held on the afternoon of January 20 at the offices of the Works in Anniston, Ala. In his report, the president, Carter D. Poland, declared 1929 was one of the most satisfactory years ever enjoyed by the corporation. Profits for the year were considerably in excess of those of the previous year. Outstanding developments included improvements in formulas and processes, resulting in better products and economies. Mr. Poland stated that he had just completed a survey of the territory covered by the concern and while he found business conditions not entirely satisfactory, he is of the opinion that material progress can be made in sales work during this year. A new sales plan has recently been put into operation which has proved very effective in holding old customers and adding new ones as well, he said. The previous directors were reelected and are Carter D. Poland, Dr. W. M. Salter and W. M. Poland. At the directors' meeting the officers were re-elected, Carter D. Poland, president and treasurer; Dr. W. M. Salter, vice president, and W. M. Poland, secretary. Mr. Poland announced his reappointment of Robert E. Jones as assistant treasurer.

The usual dividend of 8 per cent was ordered to be paid to stockholders of record as of January 10, 1930.

The Poland Soap Works was founded in 1921 by Mr. Poland for the purpose of manufacturing and selling cleansers in bulk to large consumers. The selling efforts of the company are restricted to the eleven southern states, Texas to Virginia.

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Dr. Martin H. Ittner, chief chemist at the Jersey City plant of the Colgate-Palmolive-Peet Co., recently lectured before the Cosmos Club of Jersey City on "Soap, Its Manufacture and Use." Dr. Ittner described the processes used at the Jersey City plant and discussed the research work constantly carried on by his company in the search for new and better methods of production.

The Old Guard of the City of New York celebrated its 104th anniversary with a grand ball given at the Hotel Astor on January 31. On the committee which arranged the affair was Lt. George Panopulo, who is general manager of Pinaud, Inc., New York City.

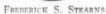
Miss Lois Z. Guck has been appointed advertising manager of Mme. Helena Rubinstein, New York, toilet specialties. Miss Guck was one of the organizers and owners of the Chatham Advertising Agency, New York. Bernard Hoffenstein, whom she succeeds as advertising manager, is now publicity director.

Seventy-five years ago, on January 1, 1855, a young man walked across the ice-locked Detroit River from Windsor, Canada, to seek his fortune in Detroit—and shortly thereafter he founded Frederick Stearns & Co., which will celebrate its diamond jubilee throughout 1930. The young man whose river journey so long antedated the Ambassador Bridge and the Detroit-Windsor Tunnel was the first Frederick Stearns.

The young Frederick Stearns decided that it was absurd for a retail pharmacist—with limited means, crude equipment, and the constant necessity of being behind his counter and meeting his customers face to face—to waste his time in making his own preparations.

In 1876 he introduced a new idea in pharmacy. This idea—which had occurred to him from his own personal experience as a retail pharmacist—was that ready made open-formula prescriptions with the druggist's name and address printed on the label might, by personal effort, be sold in place of "patent medicines." In announcing these preparations to the trade, he emphasized his lifelong belief that druggists are entitled to all possible legitimate profits







WILLARD OHLIGER

that arise from the preparation and sale of products carried in stock. This long-cherished belief that druggists must make money is still a fundamental policy of the company.

In 1887 Frederick Stearns withdrew from active business, relinquishing his duties to Frederick Kimball Stearns, his son, who succeeded him as president. Frederick K. Stearns developed the business to many times its original volume. His enterprising methods and vigorous policies had much to do with making it possible for the company to become an international institution. He established branches in this country and sent salesmen to South America, Africa, China, Japan, the Antipodes, India, Australia, and other countries that offered business opportunities. He opened a branch factory in Sydney, Australia, and a warehouse branch in London, England.

In 1899 the company began to manufacture biological products. Research into these sensitive substances—and the experience gained in manufacturing them—provided the foundation for many other more important developments in this field.

In 1921 Frederick K. Stearns decided to lessen his responsibilities. He became chairman of the board and Willard Ohliger, vice-president and general manager, succeeded him as president. In 1924 Frederick K. Stearns passed away, and Frederick S. Stearns, his son, succeeded him as chairman of the board. Frederick S. Stearns had then been with the institution for many years and possessed the inti-

mate knowledge that was necessary to carry on the sound policies of both his grandfather and his father. Vice-president and secretary, David Moffat Gray dates his connection with the company back to 1878, when he started in to learn the business. In 1890, after ten years "on the road" he became head of the department of sales, a position he held until 1912 when he became an official of the company. Earl Warner has had an extremely rapid rise since he joined Frederick Stearns & Company as assistant treasurer in 1916. He successively held the offices of assistant treasurer, treasurer and assistant general manager, and is now second vice-president and treasurer.

In addition to its drug and proprietary business, the company manufactures toilet preparations under trade marks "Day Dream," "Pleville" and others, which have met with considerable success. In connection with expansion plans for the Anniversary Year, the company plans a drive on this branch of its business and has placed Robert F. Degen, who has been in the toilet goods business for many years, in charge of the toilet preparations business.

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The Colgate-Palmolive-Peet Co. building in Chicago was recently awarded the gold medal for the most beautiful building erected in the North Central district during the year. The jury making the award was composed of Earl Reed, Alfred Granger and Howard Cheney. A picture of this building was published in our July, 1929, issue. It is considered one of the finest contributions made recently to contemporary American architecture.

A. T. Preyer of the Vick Chemical Co. is one of the directors of the new Advertising and Publicity Bureau of the Greensboro, N. C., Chamber of Commerce. This bureau was formed by the consolidation of the former Greensboro Advertising Club with the Chamber of Commerce.

In the January 23 issue of *Printers' Ink*, there appears a most interesting list of companies which spent large sums for magazine advertising during 1929. The first 150 companies are thus listed, covering all industries, and giving the amounts spent in this form of advertising in the last two years. Twenty-one soap and toilet preparations manufacturers appear on the list in positions ranging from second to 137th. Procter & Gamble Co. appears in second position although it was actually first in total expenditure for first place on the list is given to General Motors and subsidiaries including eighteen separate concerns. The toilet preparations companies on the list with expenditures for magazine advertising in 1929 and 1928 and rating in relation to all industries are as follows:

	1929	1928	Rating
Procter & Gamble Co	\$4.127.230	\$3,849,779	2
Lambert Pharmacal Co	2.863.240	1.806,460	4
Colgate-Palmolive-Peet Co	2.233,553	2,585,389	6
Bristol Myers Co	1.631.874	1.092,409	10
Lever Bros.	1,212,231	865,173	16
Andrew Jergens Co	1,160,134	914,240	18
Lehn & Fink Products Co	1,118,568	1.069,603	21
Pond's Extract Co	1.108.484	914,956	22
Pepsodent Co	787.368	856,557	39
Northam Warren Corp	*780,495	434,030	40
Zonite Products Co	774.959	*723,409	41
R. L. Watkins Co	673,345	459,004	47
Fels & Co.	654,450	631,820	49
Bon Ami		510,700	67
Association of American Soap &	321,030	510,700	0.
Glycerine Producers	385,267	335,661	93
Elizabeth Arden	337,470	309,337	102
Houbigant, Inc.	331,427	281,966	105
Coty, Inc.	310,130	356,794	113
Mennen Co	283,106	411.041	130
Yardley & Co., Ltd		254,700	135
J. B. Williams Co.	266.242	249,209	137
2. 15. williams (0,	200,242	249,209	137

<sup>.</sup> Includes subsidiaries taken over during the last year.

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Alfred Goold Wright, formerly head of Alfred Wright, Perfumer, Inc., Rochester, N. Y., died February 12 at his home in Sarasota, Fla.

Mr. Wright was born in Rochester in 1856. After attending the public schools, he went to Saterlee's Collegiate Institution, and upon graduation joined his father, the late Alfred Wright, in the manufacturing perfumery business

which he had established in 1866. Upon the death of his father in 1891, he continued the enterprise with his brother, John S. Wright, and with him remained in complete control of the business until 1909 when the company was acquired by William R. Warner & Co., of Philadelphia, and the plant moved to that city. Mr. Wright remained with William R. Warner & Co. for a short time, giving to that house the benefit of his long experience in manufac-



THE LATE ALFRED G. WRIGHT

turing and marketing the line. Upon his retirement he lived in Rochester, N. Y., until May, 1928, when poor health forced his removal to Florida.

He was actively associated with the Manufacturing Perfumers' Association, now the American Manufacturers of Toilet Articles, and served as its president from 1894 to 1896 and as a member of its Executive Board for many years thereafter.

He was active in Masonic circles and in 1892 was made a 33rd degree Mason. He was former commodore of the Rochester Yacht Club and a former Commissioner of Parks of that city.

He leaves his wife, Amy A. Wright, and four daughters by a former marriage, Mrs. William F. O'Connor, of Hornell; Mrs. James W. C. Harvey and Mrs. Ethel W. Reed of Rochester; and Mrs. Lynn W. Kingsburg, of Erie, Pa.; five grandchildren; two sisters, Miss Marian H. Wright of Rochester, and Mrs. Roland C. Dryer, of Phoenix, Ariz., and one brother, John S. Wright. Funeral services were held at his home in Sarasota with interment at Rochester, N. Y.

Plough, Inc., Memphis, Tenn., has advised us of an increase in its trade discounts effective the first of the year. The company is now offering 12½ per cent discount on purchases of Plough's Beauty Creations and other lines which it manufactures. Sales of the line of beauty products has materially increased during the last two months under the stimulus of increased sales effort and under the new name which drops the former Plough designation "Black and White" from the labels of its products.

The Gold Dust Corporation has leased four floors, with an area of 40,000 square feet, in the new seventeenstory American Book building, 80-88 Lexington avenue, New York City. The corporation has its executive offices and its subsidiary organizations in its new quarters having moved from its former quarters, at 297 Fourth avenue, about February 1.

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Andrew S. Barada, Kansas City representative of Fritzsche Brothers, Inc., New York, with Mrs. Barada, spent a few days in New York early this month. Mr. and Mrs. Barada sailed on the Ecuador, for a vacation trip of about a month. They will make stops at Colombia, Panama and other Central American points returning to Kansas City by way of the Pacific Coast. Last year, their vacation was spent in Hawaii. Mr. Barada says that business in the Middle West is good and that he looks forward to an excellent year in 1930.

The Hewitt Bros. Soap Co., with plant and general offices at Dayton, Ohio, has moved its New York office to larger and more convenient space at room 1062, 47 West 34th street. Steadily increasing business in the New York territory for which Martin F. Schultes, vice-president and New York representative is largely responsible, brought about this expansion in the facilities of the company for serving its customers in the Eastern territory.

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Ralph E. Hayes, for the last six months with the Pro-Phy-Lac-Tic Brush Company, Florence, Mass., as Western sales manager, has been appointed assistant sales manager of the Lambert Pharmacal Company, St. Louis. He was, at one time, Central States sales manager, with headquarters at Chicago, of E. R. Squibb & Sons, New York.

The Bristol-Myers Co., New York, is conducting a nation-wide contest as a part of its advertising campaign. The contest is for the best letter of prediction as to whether the former type of package, a jar, or the new type, a collapsible tube, will be more popular. Prizes aggregate \$5,000, the first award being \$1,000.

Hubert Schlienger of Bertrand Frères, Grasse, France,



HUBERT SCHLIENGER

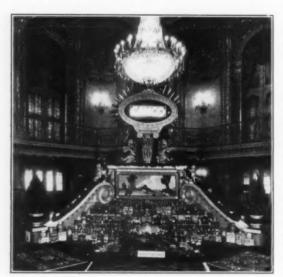
arrived on the Paris, February 19, for a visit to the American market. Mr. Schlienger, who is the son of Emile Schlienger, head of the house of Bertrand Frères, will be remembered by many in the trade from his visit here last Summer his first trip to the United States. He will confer with P. R. Dreyer, American representative of his house, and while the length of his stay here is indefinite, he may devote part of it to renewing his acquaintance with

those in the trade whom he met at the time of his former visit. With him came his sister and her husband, Mr. and Mrs. Robert Thibaud, who will make a short American visit. Mr. Thibaud is French director for Gibbs & Co.

Merck & Co., manufacturing chemists, have moved the New York offices to 161 Sixth avenue. Since the merger with Powers-Weightman-Rosengarten Co., the offices have been located at 145 Front street, premises occupied by Powers-Weightman-Rosengarten Co., for many years. In the Patent and Trade Mark Section of this issue, appear illustrations of two design patents of somewhat unusual character. These patents (Nos. 80,390 and 80,391) cover the window display material of Pinaud, Inc. They were secured at the instance of Daniel L. Morris, attorney for the company, to protect the unusual window displays from imitation and te assist the public in identifying Pinaud merchandise and in avoiding substitution on the part of unscrupulous competitors and retailers. So far as we know, this is the first instance in our industries in which window display designs have been patented and represents a distinct advance in patent protection of merchandise and packages.

The Manhattan Soap Company, Sweetheart and Coaline soaps, New York, has appointed the Peck Advertising Agency, Inc., of that city, to direct its advertising account. Newspapers will be used.

The American Can Company's exhibit at the National Canners' Convention, Stevens Hotel, Chicago from January 20th to the 24th, was a thing of glittering beauty. Cans of every conceivable description were pyramided in a fascinating array, with cosmetic cans of exquisite design occupying a prominent place. On January 23d the American Can Co. entertained the members and friends of the National Canners' Association with an all star program which included such artists as Julius Tannen, Cornelia Otis Skinner, Edith Barnes Mason and the Albertina Rasch Dancers. American Can Co. executives who were actively present this years were H. W. Phelps, president; Harry Craven, vice-president; G. W. Cobb, general manager; H. A. Baker, Central district sales manager; A. C. Webb, Pacific dis-



CHICAGO DISPLAY OF AMERICAN CAN CO.

trict sales manager; W. S. Dirker, of Portland; R. W. Phelps, of Vancouver, and many others. The display occupied a prominent corner space, similar to last year's but was, if anything, even more effective.

Continental Can Co. was prominently represented at the convention, having, as usual a comfortable and commodious booth and a room upstairs for the convenience of guests.

R. Righton Webb has been appointed secretary and treasurer of W. J. Bush & Co., Inc., New York, succeeding the late C. Blair Leighton. Mr. Webb has been connected with the W. J. Bush interests in the Uited States for the last seven years, and is well known in the trade here.

He was born in London, England, and is a grandson of the late William John Bush, founder of the company. Mr.



R. RIGHTON WEBB

Webb joined the British forces in 1914 and served throughout the World War. He has made a host of friends in the trade who will be glad to learn of his promotion.

With seventeen salesmen from Texas and Oklahoma attending an advertising and sales convention was held January 3, by the Dallas branch of the Los Angeles Soap Company, manufacturers of White King soap, at their offices in that city. J.

C. Olsen, district manager, presided. Mr. Olsen was optimistic about the prospects for 1930.

Others who attended were C. L. Irick, C. J. Johnson, office manager; T. W. McKnight, L. W. Rose, V. M. Greeve, J. M. McCain, H. B. Kellersberger, T. H. Pipkin, J. B. Rogers, F. M. Mayo, J. I. Wallington, R. W. Pace and Miss Inez Britt, Miss Mary J. Tidwell, Miss Inez Lacke and Miss Sunshine Jacobs.

A. Graham Shields, president of the Fillkwik Co., Attleboro, Mass., left February 15 for a two months' trip from coast to coast. Mr. Shields plans to call personally on the executives of a selected group of perfumers.

Will O. Washburn, president of A. J. Krank Manufacturing Co., St. Paul, has been elected a Class B director of the Federal Reserve Bank, Ninth District, St. Paul, Minn. Mr. Washburn succeeds the late Paul N. Myers. Announcement of Mr. Washburn's election was made by W. B. Geery, governor of the bank, and was confirmed at the regular stockholders' meeting late in January.

Fire on January 17 swept the plant of the American Chemical Manufacturing Co., Memphis, Tenn., manufacturers of cosmetics and toilet preparations. The flames were exceedingly difficult to fight owing to the fumes and dust of burning chemicals. The fire started in storage space, but spread rapidly and virtually destroyed the plant. No accurate estimate of the damage was given by officials of the company.

Our industry broke into the athletic records on February 8, when J. Powers, son of John J. Powers of Charles Pfizer & Co., New York, and a member of the board of governors of the Drug & Chemical Club, made a member of the winning relay team of the Brooklyn Preparatory School at the annual Millrose A. C. Games in New York. The team won its mile event in the excellent time of 3 min. 34 sec.

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Senator Eugene Charabot, head of Charabot & Cie., Grasse. France, and representative for the Alpes-Maritime district in the French Senate, sailed for France on the France, February 12, following his annual visit to his American representatives, Ungerer & Co., New York.

During his short stay Senator Charabot did not leave New York, as he expects to return to this country in the Fall, at which time he will call on the Ungerer customers in the manufacturing toilet goods field. He was kind enought to pose for the Editor who made this informal photograph with W. G. and F. H. Ungerer. \* \* \* \*

Ungerer & Co., New York, will move its main offices, laboratory and shipping department about March

1 from 124 West 19th St., New York, to larger quarters Detroit, St. Louis, San Francisco, and Toronto, Canada. in their own building at 13-15 West 20th st. The company's warehouse for the storage of oils in large quantities at 228 West 20th st., will be maintained as heretofore. The remarkable growth of the Ungerer business in volatile oils, the show, have announced that Los Angeles is to have

aromatic and synthetic chemicals and allied raw materials, has indicated for some time past that this step would be necessary.

The new location will provide more than double the space of that occupied at 19th st. The shipping department will take up the entire ground floor, the filling and packing department the second floor and the executive and general offices the third floor. A newly equipped and up-to-date laboratory and storage room on the fourth floor complete the layout of the new quarters.

Ungerer & Co. was founded in 1893 by W. P. Ungerer, father of the present heads of the business -W. G. Ungerer, president, and F. H. Ungerer, vicepresident and treasurer. The firm was incorporated in 1901 at 273 Pearl st., New York, moving in October. 1917, to the quarters which it is now vacating.

The group of foreign producers, represented by Ungerer & Co. in this country, include many of the leading houses in their respective fields. A partial list of these follows: Charabot & Co., Grasse, France, producers of floral oils; M. Naef & Co., Geneva, Switzerland, well-known for their developments in the synthetic aromatic field; Stafford Allen & Sons, London, England, distillers of English essential oils and almond oils; S. & G. De Pasquale, Messina, Italy, hand

pressers of citrus oils; Botu D. Pappazoglou, S. A. Kazanlik, Bulgaria, producers and shippers of otto of rose; Molino Coppirossi, Imperia, Italy, Italian olive oil. It also distributes "Ozone-Vanillin," Monsanto, and Siegert brand ylang oil.

In addition to the increased facilities at New York, and better to serve their customers in the respective territories, Ungerer & Co. maintains sales offices in the following cities: Philadelphia, Chicago, Boston,

W. G. UNGERER, SENATOR CHARABOT AND F. H. UNGERER

Due to the success of last year's beauty show, Elmer D. Bates and Russel, A. Stapleton, managing directors of

> another beauty show this year to be held October 4th-11th, 1930, and that it may be possible that this will be a yearly event.

Seventy per cent of the exhibit space has already been contracted for and the decorations and entertainment plans promise to be far more elaborate than those used in last year's show.

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Mrs. Ruth D. Maurer, head of Ruth D. Maurer Corporation, has launched her line of toilet preparations under the name "Rudemar." Mrs. Maurer has recently returned from a trip to Chicago and Minneapolis, calling on shop owners and distributors of preparations. The New York offices and showrooms of her company are now open and most tastefully decorated, with the well-known elephant trade mark conspicuously displayed. . . . .

The R. H. Laird Company, New York and London, Rose Laird toilet preparations, has appointed Campbell, Lowitz and Whiteley, Inc., New York, advertising agency, to direct its advertising account.



NEW HOME OF UNGERER & Co., NEW YORK

William A. Weyer, of George H. Weyer, manufacturers of barber and beauty supplies. Kansas City, spent several days in New York early in February.

The engagement of Herbert H. Boscowitz, of the New York office of F. N. Burt Co., Ltd., Buffalo, to Miss Jacqueline J. Valentine was announced on January 31.

Miss Valentine received most of her education abroad although she is a graduate of the Penn Hall School. She is the daughter of Mr. and Mrs. Walter Custer of New York and grand-daughter of the late Washington Valentine, who was president of the Rosario & Honduras Mining Co. She is well known to New York and Paris society.

Mr. Boscowitz was graduated from Columbia University in 1923. He is a member of the New York



HERBERT H. BOSCOWITZ

Athletic Club, the Columbia Club, the Cavendish Club of New York and the Croatan Country Club of Virginia Beach. He has been connected with F. N. Burt Co., since his graduation from college and is the son of C. M. Boscowitz, who has charge of the New York office of the company.

Manufacturing of the many specialties of the Zonite Products Co., New York, will soon be consolidated in a plant at New Brunswick, N. J., recently purchased. The products are now manufactured in New York, Philadelphia and Brooklyn, and it is anticipated that the consolidation of manufacturing facilities will lead to considerable economies.

The Lou'ray Company announces that the National Drug & Chemical Company of Canada, Ltd., have been appointed as the exclusive Canadian distributors to the drug trade of Lou'ray bath torpedoes. The main offices of the Lou'ray Company are at 565 Fifth avenue, New York City,

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The Mennen Co., Newark, will soon place on the market a new product, baby oil, to accompany its talcum powder. The product was developed after extensive research in conjunction with hospitals, specialists, etc., and will, it is expected, form a notable addition to the Mennen line.

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In connection with the recent reorganization of the Pennsylvania Soap Co., Lancaster, Pa., and its merger with the Johnstown Soap Co., the following officers of the reorganized company have been elected: President, W. W. Bailey; vice-president, R. W. Beck; secretary-treasurer, E. J. Burkhart, and general manager, G. W. Briggs.

George M. Bissell, who for the last four years has been national advertising director of the *Chain Store Manager* of Los Angeles, Calif., has been named sales promotion manager of the Price Flavoring Extract Co., of Chicago, manufacturers of Dr. Price's flavoring extracts.

N. M. Stanley, chairman of the board of the Stanley Manufacturing Co., Dayton, Ohio, with Mrs. Stanley sailed on the Empress of Scotland, February 3, for a Mediterranean cruise and trip through Europe. They will leave the ship at Naples and proceed through Northern Italy, Switzerland, France and to England, returning to this country in the spring. Mr. Stanley was the founder of the Stanley Manufacturing Co., and with his sons, George F. Stanley and Myer H. Stanley has built it up from a small beginning in 1911 to its present position in the forefront of the metal label business. Active control of the company is now in the hands of George F. Stanley, president, and Myer H. Stanley, secretary and general manager, the founder having assumed the chairmanship of the board and relieved himself of the details of management, enabling him to enjoy well deserved rest, recreation and travel.

Compania Industrial Jabonera del Pacifico, S. C. L., is a new company established recently in Mexicali, Mexico, to manufacture and trade in soap, waxes and other products. It is under the general management of Edw. G. Brittingham, who is well known to the Mexican soap and toilet goods industry.

The Solvay Process Co., Syracuse, N. Y., has appointed the National Soap & Chemical Co., Minneapolis, distributor of its alkali and other products in the Northwest. Sales of the products will be under the direction of A. H. Leifgren, founder and president of the Minneapolis house.

Spic Laboratories, Inc., Chicago, manufacturer of Spic and Odex, has appointed the McJunkin Advertising Co., advertising agency of that city, to direct its advertising account. Newspapers and magazines will be used.

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Samuel Alsop, president of the Alsop Engineering Co., accompanied by Mrs. Alsop, sailed on the Vulcania, January

22, for a vacation trip to South America and the West Indies. At Kingston, Jamaica, Mr. Alsop enjoyed playing his favorite game of golf. On his numerous trips to South and Central America, he has played on some of the most prominent courses and enjoys an excellent record as a visiting golfer.



SAMUEL ALSOP

Marcel Lallement, who arrived January 14 on the *lle* de France, assumed charge of the newly organized

Nancy Crystal Co. as president. Mr. Lallement was commercial director of Cristalleries de Nancy, Nancy, France, since the organization of the company in 1921. He plans to spend eight months of each year in the United States, and four months in Nancy during the warmer weather.

M. Wahl & Son, New York City, have recently been appointed jobbers for the Marinello products to cover the Eastern and Southern territories.

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The annual sales convention of Armand International was held in Des Moines, February 3rd, 4th and 5th, at the Ft. Des Moines Hotel. The convention included the officials and sales representatives of The Armand Company, Des Moines, Iowa; Armand Limited, St. Thomas, Ontario, Canada; Armand de Mexico, Mexico City; the Florian Company of Detroit, Michigan; and Leo Weeks, vice-president of D. Weeks & Co., and D. C. Leo & Co., manufacturers of proprietary items, "Speakeasies" and "Ticklefoot." There were forty-odd sales representatives of The Armand, Company, seven of The Florian Company, nine of Armand, Limited and two of Armand de Mexico. The convention throughout was in charge of Carl Weeks, president.

The first day was devoted chiefly to outlining the Armand 1930 advertising program. The guests who did the chief presentation of this program were Sterling E. Peacock of N. W. Ayer & Son, Chicago, and Charles W. Henstenburg of The Karle Lithographic Company, Rochester, N. Y. The advertising program includes an entirely new and novel idea which is announced in the trade papers of the country in March and in newspapers and magazines the same date.

On the second day the entire morning was devoted to a discussion of the Armand Federal Trade Commission case. This was presented in some detail by W. H. Wiseman who has been present at all of the hearings. An hour was spent in explaining to representatives of the American company just what they may legally do and say with reference to price cutting. At the conclusion of the morning, signed statements were presented to Mr. Weeks by each representative of his American company, announcing a firm determination on the part of each to live strictly within the law and rules of the Federal Trade Commission. The things which salesmen and representatives of any company should not and must not do were set forth in the signed statement made out by Charles Wesley Dunn of New York City, attorney for the company. In the afternoon, splendid and interesting addresses were heard from A. I. Stevens, vicepresident of Armand, Limited; from B. I. Dupar vice-president of Armand de Mexico; and from Fred Ingram of Detroit, Michigan, vice-president of The Florian Company. Perhaps the outstanding address was that of E. J. Baker, a retail druggist of Kansas City, Missouri. Mr. Weeks announced him as representing the very large group of men throughout the United States who handle Armand products. Mr. Baker is secretary of the Association of Independent Druggists of Kansas City, Missouri, an organization of forty-seven independent retail druggists.

On the evening of Tuesday, Mr. and Mrs. Weeks were hosts at a dinner in the large ball room at the Ft. Des Moines Hotel. Practically all employees of The Armana Company in Des Moines and all salesmen and invited guests of the convention were present at this dinner. At the dinner A. J. Laupheimer of New York City was initiated into "The Order of the Armana Watch," having been representative of Armana in New York City for ten years. Harold Howe of Cleveland, Ohio, and M. J. Keil of Brooklyn, New York, were initiated into "The Order of The Armana Ring."

On the final day of the convention Mr. and Mrs Weeks were hosts at their home, Salisbury House, to all of the visiting salesmen and guests.

Among those present at the Convention were the artists, Wolfe Kaska of New York City and John Vassos of Greece and New York City. Mr. Kaska has contributed to redesigning of Armand packages and the 1930 window display.

Jay H. Schmidt, president of Jay H. Schmidt, Inc., New York City, accompanied by Mrs. Schmidt, has returned from a stay in Washington, D. C., where he called on government officers and men in the trade, and where in a nearby university he visited an old friend. This trip followed a vacation trip enjoyed by Mr. Schmidt at the Sedgefield Inn, Greensboro, N. C., where he spent much time on the golf links.

Since 1925 when he embarked in business for himself at 39 East 20th street, Mr. Schmidt has made notable progress as a manufacturer of toilet preparations for concerns that devote their entire time to selling. He now numbers among his customers ten of the large well known drug store organizations, with a total outlet of over 500 stores; and he also manufactures a number of nationally advertised toilet preparations.

His interest in the manufacture of toilet preparations is a direct corollary of his training in chemistry at the University of Michigan from which he was graduated with the degree of B. Ch. E. in 1916. During college years he earned money to pay his expenses by working for the



MR. AND MRS. JAY H. SCHMIDT

Ridgeville Mfg. Co., a mail order house specializing in household specialties and toilet goods.

After the armistice he spent considerable time in graduate study in chemistry in the fields of biology, bacteriology and dermatology at the University of Montpellier in France. So, after being mustered out in 1919, he joined Aubrey Sisters and later the Owl Drug Co. with whom he was associated until he embarked in business for himself. His business thrived, and in October, 1928 he moved to larger quarters at 3 West 19th street which have since been enlarged.

Mr. Schmidt was married in October 1919 to Miss Winifred Looker of Ann Arbor, Mich. Miss Looker was graduated from the State Normal College of Michigan with the degree of A.B. in 1915. The dean of that institution was a sister of Dr. Alfred H. White, the distinguished professor of industrial chemistry at the University of Michigan under whom Mr. Schmidt did the greater part of his undergraduate work. Mrs. Schmidt takes an active part in directing the affairs of the company.

A. William Herbst, president of the General Cosmetics Corporation, New York City, returned February 14 from a business and pleasure trip abroad.

Eric Vles, treasurer of Polak's Frutal Works, New York, returned on the Veendam, February 7, from a three months' trip abroad where he visited his family in Bussum and also spent considerable time conferring with the principals of Polak's Frutal Works at the Amersfoort headquarters. Mr. Vles reported that laboratory facilities at Amersfoort had been increased, and that the company is well satisfied with the progress it has made in the last year in the United States. The return trip was an exciting one and the roughest in the history of the Veendam.

Coty, Inc., declared February 3 a stock dividend of 3 per cent in addition to the regular quarterly of 50 cents. The stock dividend will be payable on June 30 and the cash dividend on March 31. Last year the company paid an extra stock dividend of  $1\frac{1}{2}$  per cent. With respect to the stock dividend, the company will issue scrip certificates representing fractional shares which will be valid until June 30, 1932.

. Phoenix-Hermetic Co., Chicago, was among the most prominent exhibitors at the annual convention and show of the National Canners Association in Chicago the week



CHICAGO DISPLAY OF PHOENIX-HERMETIC CO.

of January 20. The company's interesting display which is shown in the accompanying photograph, contained a showing of the company's metal caps for glass containers as well as a capping machine for their application.

Mme. Emilienne del Marquis de Pescara of France, an authority on perfumes, is representing Lentheric in a trip throughout the country on which she is calling on the retailers and assisting them in introducing and handling the Lentheric line. She has visited Philadelphia and Cleveland and is now in Jacksonville, Fla., and will tour the South from that point. Her comment indicates that she believes American women not "selective" enough in perfumes and she is working to educate the public along these lines.

"Women in the South," she says, "should use heavier perfumes than those in the North."

Fritzsche Brothers of Canada, Ltd., Toronto, have advised us of their removal to much larger and more convenient premises at 77-79 Jarvis street, Toronto. The new quarters will be occupied by the company on March 1. The telephone number is Elgin 8589.

The annual dinner and dance of Fritzsche Brothers, Inc., New York, took place at the Pennsylvania Hotel on the evening of January 18th and was one of the most successful ever held by the organization. The affair was delightfully and most efficiently arranged and managed by Miss Mary Neary and Ralph Redanz.

F. H. Leonhardt, vice-president of the firm, in behalf of F. E. Watermeyer, president, who, although present, was incapacitated by a severe bronchial affection, made a brief address of welcome and sounded the keynote of jollity and good fellowship which reigned throughout the evening.

A delicious dinner was served at 7 P. M. in the large ballroom, during and after which dancing was keenly enjoyed by all present to the strains of Al Fletcher's nine-piece orchestra. Mr. Fletcher for some years was a member of the Fritzsche Brothers' organization. The Lucky Number Dance prize was won by Miss Ethel Thompson and Charles Esposito; the Elimination Dance by Miss May Caufield and Emil Muller.

This year represented a noteworthy innovation in that no guests were invited, only members of the organization being present, numbering more than one hundred and twenty-five. This proved to be extremely satisfactory, eliminating all traces of formality and promoting the spirit of "Gemüthlichkeit" to an unusual degree. Among those present from out of town was B. F. Zimmer, manager of the Chicago office and second vice-president of the firm. This year's dinner was the tenth in the Dinner and Dance series.

Herbert Goertz, secretary of August Goertz & Co., Newark, N. J., sailed with a party of friends February 15 on the *Bermuda* for a well earned vacation in the famous island resort. Mr. Goertz, who is much interested in outdoor athletics, expects to spend much of his time enjoying his favorite sports of tennis, golf, swimming and boating.

The National Collapsible Tube Co., Providence, R. I., manufacturers of pure tin tubes, have started a series of page advertisements in this issue. One of the great advantages offered by their tubes is the attached cap, which aside from its novel feature is a great saving of temper. It is known as "The Captive Cap."

The Federal Reserve Bank of New York has issued a warning that a new counterfeit \$10 Federal Reserve note (new issue) is in circulation. The note is a photo-mechanical reproduction on one sheet of paper of durable texture. The fine lines and delicate shading in the border lathe-work and lettering are not plainly revealed in this counterfeit, and the numbering is executed too heavily. The treasury seal is off center, over the word "ten" at the right of the portrait. The face has a bleached appearance. The counterfeit is on the New York Reserve Bank, series of 1928 A, check letter I, face plate No. 14, back plate No. 113, serial B52654374A.

H. H. Raynor, vice-president and managing director of Angela Varona, New York, in an interesting article in *Printers' Ink*, discusses the trend of toilet goods advertising. It is Mr. Raynor's contention in the article that the emphasis should be shifted back to copy with more and better sales arguments and away from bizarre display notes which mean little to the purchaser.

The proposal to retire common stock of The Vick Chemical Company up to 100,000 shares by purchase in the open market at not more than \$8.50 per share of Vick Financial Corporation stock was approved January 28th by stockholders. The proposal to extend to May 15 the Vick Chemical Company's option on 100,000 shares at \$10 per share was also approved. Directors and officers were re-elected, with the addition of Karl E. Prickett as vicepresident.

Roberto Baena, of Francisco Baena, Baranquilla, Colombia, is back in Baranquilla after two years in the United States, which he spent studying at the New York offices of Fritzsche Brothers, Inc. Mr. Baena will handle the Fritzsche line in Colombia and will also travel in other South American countries in the interests of the house. He left New York about two months ago, returning to Colombia by way of Paris.

The Rhodia Division of the Newport Chemical Co. have moved to the American Freight Co. Building at 260 West Broadway, New York City. The new offices occupy the fourth floor of the building and are three times the size of the old quarters. A feature of the new location is a very modern laboratory on the same floor as the offices. Charles E. Kelly continues as sales manager.

. . . . J. Edward Young, of Thurston & Braidich, New York. returned on the Paris, February 19, after a visit of about a month to the vanilla centers of Europe. . . . .

J. L. Hopkins & Co., New York City, importers of a complete variety of botanical drugs used for medicinal, cosmetic and other purposes, entered its 40th year of business on January 1 of this year.

The company was founded by J. L. Hopkins, January, 1890, and the offices have been on William street, New York, for many years, the present location being 135 William

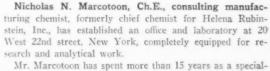
street. The factory, drug mills and warehouses are located in Brooklyn, and the company also owns and maintains a plant in New Lebanon, N. Y., for the manufacture of alkaloids. The Brooklyn plant is over twenty times larger than the first one occupied by the company.

During 1929 the company created a line of products for the hairdresser and plans for this year include a countrywide campaign for marketing them. The com-

pany will also extend its manufacture and sale of insecticides. A department is already well equipped for the manufacture of products used in the toilet preparations industry.

JESSE L. HOPKINS

Mr. Hopkins is active head of the concern and directs all of its manifold affairs. He is well known in commercial and civic circles as he was treasurer for 17 years of the Drug and Chemical Section of the New York Board of Trade and Transportation, and was one of the founders of the New York Drug and Chemical Club, serving as its president for six years.



ist in the toilet goods and pharmaceutical lines. He was



NICHOLAS N. MARCOTOON

graduated from Kiev Polytechnic Institute with the degree of Ch.E., and secured practical experience through several years of laboratory work in Berlin, Vienna and Paris, and as assistant to the eminent biologist and organotherapist, Prof. Taranuckin.

During the Great War, Mr. Marcotoon, being an officer in the Enginering Service of the Russian Army, invented and had accepted for general use, several food substitutes which were ur-

gently required. These included substitutes for tea, butter and a nourishing meal very rich in vitamines for children. For the Army he invented a substitute for leather soles, which was also accepted and found to be most practical. He was organizer and director of a trade school organized in conjunction with the Russian Academic Group in Constantinople, where he conducted classes in soap and cosmetic manufacture. He is the author of several technical works in Russian and inventor of "Autogen," chemical reagent widely used in many branches of chemical industries. Later he became general director and chief chemist for the "Schandart" Chemical Manufacturing Co., and then chief chemist and technical director for "Remedia" manufacturers of natent medicines.

Coming to this country he became director of R-A Beauty Culture School and a consulting chemist, and then became chief chemist and consulting chemist for Helena Rubinstein,

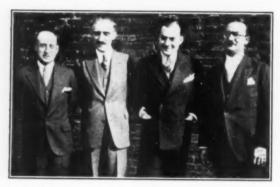
Ernst Möller, export manager of the General Drug Co., New York City, sailed on the Panamerica, February 21, for a South American trip. Mr. Möller will visit Buenos Aires where he will confer with officials of Quimica Bayer, the South American branch of the Bayer Co. General Drug Co., is the sales representative of Bayer in the United . . . .

At the annual meeting of directors of Antoine Chiris & Co., Inc., New York, Charles A. Swan was re-elected president and was also elected treasurer succeeding Pierre Cunisset. Leon Chiris was elected chairman of the board of directors. He succeeds his father, Georges Chiris, in this . . . .

Proceedings have been started for a contest of the will of the late Charles E. Marsh, retired soap manufacturer of Lynn, Mass. The proceedings were started by Charles W. Marsh of Jersey City, N. J., a son, who under the terms of the will was left \$100, the remainder of the fairly large estate being left in trust for the widow and a daughter. After their death, the property would go to six grandchilAlbert Delavigne, formerly vice-president and general manager of the George Silver Import Co. Inc., New York City, has been elected president and treasurer of the company. L. J. Zollinger continues as vice-president of the company. Gabriel Varvat becomes a vice-president in charge of the laboratory.

For many years Mr. Delavigne has been well known to the industry and his long experience and wide acquaintance-ship makes him an indispensable asset to his company. Prior to his association with his present firm, Mr. Delavigne was in the executive department of Brocard & Co., manufacturers of perfumes and soaps in Moscow. In 1923 he became associated with Roure Bertrand Fils and had been connected with the American business of the company for several years. Upon the organization of the George Silver Import Co., he was elected secretary, and later became first vice-president.

Mr. Zollinger, who is a registered pharmacist, is well known for his advanced work in chemistry. During the



L. J. Zollinger, Albert Delavigne, Louis Amic, and Gabriel Varvat

past lifteen years his association includes experience in the laboratories of Marshall Field & Co., Chicago, The Remiller Co. of New York, and Richard Hudnut. Mr. Zollinger has also spent considerable time abroad studying sources of production of various perfume raw materials. This background has been of decided advantage to him as director of sales for his present company. With Mrs. Zollinger he sailed on the Ille de France, February 7, for a month's European trip. He will visit Paris and Grasse and confer with officials of Etablissements Roure Bertrand Fils and Justin Dupont.

Mr. Varvat is a brother-in-law of Louis Roure, president of Etablissements Roure Bertrand Fils and Justin Dupont. He was for several years one of the technical collaborators of that company, specializing exclusively in technical and research work. Mr. Varvat has been in charge of the laboratory of George Silver Import Co. for some time, and is well known both here and abroad.

The accompanying photograph shows the new officers of the company with Louis Amic, a director of Etablissements Roure Bertrand Fils and Justin Dupont, taken during Mr. Amic's recent visit to this country.

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On advertising page 98, appears a most interesting advertisement offering a complete French perfume business, long established, with plant, formulæ, and equipment, for sale. At the annual meeting of The Libby Glass Manufacturing Co., Toledo, Ohio, on February 4, several important advancements in personnel were made. W. F. Donovan was elected to the office of chairman of the board; J. W. Robinson, president; J. H. Wright, vice-president and general manager; S. O. Richardson, III, vice-president; H. A. Crow, vice-president in charge of sales; H. J. Hamlin, treasurer, and R. D. Logan, secretary.

All members of the board of directors were re-elected. They include the above officials and E. J. Marshall, H. E. Collin, J. D. Robinson, Jr., E. J. Barry, A. C. Parker and W. F. Donovan, Jr., all of Toledo, Ohio.

The Libbey Company, more than 110 years old and one of the largest glass manufacturers in the United States, is well known in the hotel and soda fountain trade by its famous chip-resisting safedge glassware lines. This patent protected glassware, because of its non-break qualities has been a great factor in making possible the general use throughout the country of thin blown glassware.

The company is also large manufacturers of glass shields for X-Ray equipment, tubing for the medical profession, and various miscellaneous items of glassware for railroad and industrial purposes, including lenses, lantern globes, gauge glasses, oil cups, lubricators, etc. Some of the finest engraved rock crystal tableware is also made by this company.

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For the first six months of its fiscal year ended Dec. 31 the Vick Chemical Company reports net earnings, after taxes and depreciation, of \$2,195,137, equivalent to \$2.08 a share on 800,000 no-par shares, against \$1,738,605, or \$2.17 a share on the same basis, in the 1928 period. For the twelve months ended Dec. 31 the income amounted to \$3,631,075, equivalent to \$4.54 a share, against \$2,786,691, or \$3.48 per share, in the preceding twelve months. In July, 1929, the stock was split two for one. The surplus account as of Dec. 31 amounted to \$3,484,919, against \$3,576,779 on Dec. 31, 1928.

C. P. Cook, of the Waterbury, Conn., headquarters of the Scovill Mfg. Co., and L. R. Root, of the New York office, sailed on the *Bremen* February 22 for a trip of six or eight weeks in Europe. They will visit England and tour the continent, stopping at points of interest in Switzerland, Germany, Czecho-Slovakia, Austria and France.

The Mennen Co., Newark, N. J., has appointed D. M. Navarro its sales agent in Venezuela. Mr. Navarro maintains offices and warehouses in Caracas and Maracaibo. He also represents several non-competing lines of drug store products in the South American republic.

The Scientific Cosmetic Laboratories of Chicago have appointed the Van Allen Company, advertising agency of that city, to direct their advertising account. Test copy is being placed in newspapers in several metropolitan cities on Eggoyl, a hair treatment.

The Continental Can Company, Inc., has completed arrangements to establish a can-making plant at Jackson-ville, Fla., and will start it as soon as equipment can be installed. It has been supplying customers in Florida and Georgia from plants in Virginia and Maryland.

A merger of considerable interest to the trade is that of Baronet Mills, Inc., College Point, N. Y.; The Espiem Co. of New York; and The Lorna Mfg. Co., Inc., of New York, which went into effect January 1. The new corporation will be known as the Baronet-Lorna Co., Inc.

A. A. Slade, former president of Baronet Mills, Inc., is president of the new company, and the other directors are

S. L. Pomerantz and E. A. Rosenberg, former proprietors of the Espiem Co. and Lorna Manufacturing Co.; and M. A. Belkoff, former secretary and treasurer of Baronet Mills, Inc.

Baronet Mills, Inc., was formed in June, 1926, for the manufacture of powder puffs, and to date each year's business has shown an increase of from 25% to 50% over previous years. The company has developed several novelties in this line which have met with conspicuous



A. A. SLADE

The Espiem Co. was organized about ten years ago and has become one of the largest manufacturers of powder puff, ribbon novelties and kindred products.

Lorna Manufacturing Co., Inc., was organized five years ago to manufacture and distribute a line of medium-priced atomizers. It has shown very nice progress i.t this period.

Mr. Slade, who heads the new organization, has been connected with the toilet goods industry for a number of years.

The new corporation occupies a plant containing approximately 25,000 square feet of floor space in College Point, and will be equipped to render the best of service to former customers of the three combining companies.

Classes in soap sculpture have been started in the Staten Island, N. Y., Institute of Arts and Sciences. The classes are under the direction of Miss Juanita Leonard and are being assisted by John N. Dick of the Staten Island plant of the Procter & Gamble Co.

Hanff-Metzger, Inc., New York advertising agency, which has been handling the domestic advertising account of The George W. Luft Company, Inc., Long Island City, N. Y., maker of Tangee Beauty Products, will also place Tangee advertising in Canada on and after January 15.

The Parker Advertising Co., Dayton, Ohio, advises that it has moved its offices to the new Refiners Building at 9 West Monument avenue, Dayton. This company handles the advertising of the W. F. Robertson Steel & Iron Co., manufacturers of containers.

Bost, Inc., manufacturers of dental cream, in a special sales campaign are advertising a package of any 15¢ cigarettes free with a tube of toothpaste. The company is making this special drive on its claim that its product removes tobacco stains from the teeth.

R. Louis, Wholesale Division, Inc., New York, manufacturer of cosmetics, and Studios R. Louis, hair and facial treatments, both of New York, have appointed the H. S. Howland Advertising Agency, Inc., of that city, to direct their advertising accounts.

Friends of Jesse Gutmann of Ferdinand Gutmann & Co., Brooklyn, N. Y., will be gratified to learn of the arrival of Leonard Martin on January 18. Both mother and son are doing well.

Dr. William E. Weiss of Drug, Inc., expects to sail for Europe about the middle of March to confer with officials of several foreign companies associated with his house.

Pfaltz & Bauer Chemical Co., Inc., of California, with headquarters in Los Angeles, has advised us of the appointment of Carl F. Miller Co., Seattle, as representative for all its lines in the state of Washington.

The option granted by the Procter & Gamble Company of Cincinnati, to J. P. Morgan & Co., permitting the banking house to purchase 90,000 shares of common stock at \$80 a share which expired February 12, has been extended to August 2.

Fred Butz, New York representative for the Waterbury Paper Box Co., Waterbury, Conn., with Mrs. Butz and daughter, Betty, is spending a month vacationing at Deland and Miami, Fla.

Sherwood Petroleum Co. advises us that it has just added 15,000 square feet of space to its quarters in the Bush

Terminal Bldg., Brooklyn, making a total of 35,000 square feet for offices and laboratories.

On January 20, the company completed its tenth year in business, as it was founded by Harold H. Sherwood, president of the organization, in 1920. From a small beginning, the company grew under his direction, and now does a worldwide business. Still further progress has been made by the company since William F. Kronemau, who has been



HAROLD H. SHERWOOD

identified with the white oil and petrolatum business for many years, became associated with Mr. Sherwood in a technical and sales capacity.

Pierre Products, Inc., New York, has appointed Marjorie Signer, Inc., advertising agency of that city, to direct its advertising account. This account will be combined with that of the Pierre Salon, previously handled by the Marjorie Signer agency. Magazines and direct mail will be used.

Household Products Corporation, New York, N. Y., declared an extra dividend of \$.50 which was payable January to stock of record of last December.

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Neumann-Buslee & Wolfe, Inc., Chicago, have advised us that Al Rylander has been added to the sales staff and will take over a large part of the trade formerly covered by

J. Emmet Wolfe, treasurer of the company. Mr. Wolfe advises us that on account of the steady growth of the business, most of his time in the future will be devoted to inside activities. He will, however, keep in close touch with his many friends in the trade through Mr. Rylander and personally direct and assist him in his new duties.

Mr. Rylander is well equipped to handle the duties of his new position. He has been connected with Neumann-Buslee & Wolfe since



AL RYLANDER

the organization of that company. He is thoroughly acquainted with the line and with the policies which have been so successful in building up business for the company in the past.

The telephone number of the new offices of Albert Verley, Inc., at 39 Cortlandt street, New York City, is CORtlandt 0472. The offices which were opened about a month ago are in charge of C. A. Senger.

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R. A. Thompson, president and treasurer of the Paramount Laboratories, Binghamton, N. Y., visited the trade in New York early in February, spending several days here on business for his company.

L. J. Bertoli is now connected with the Nyal Co., Detroit, Mich., as director of sales and advertising. Mr. Bertoli was formerly connected with DuPont Viscoloid Co. Complete success marked the fifth annual reception and dance of La Corbeille de Fleurs, Inc., the social organization of the staffs of Houbigant, Inc., and Cheramy, Inc., in the Hotel Pennsylvania, New York City, on the evening of February 14.

The entire presentation of "The High Lights of 1930" was created, staged and produced by members of the organization. Thus E. L. Kraus staged and produced the affair; Miss Vivian Ferrari, assisted by Miss Dolly Santacroce, arranged the dances and lyrics, and Lou Kraupner was in charge of the musical arrangements.

H. V. McSherry acted as master of ceremonies. The first number included E. L. Kraus and his fashion parade, after which varied, tuneful and colorful entertainment numbers followed by Misses Marie Nola and Josephine Mauro; Ray Sullivan and Frank Vella; Miss Mildred Palmieri; Misses Bobette Cohan and Emily Hollman; Al. De Fillippis; Mathew Hoey and Thomas Watson, Miss Helen Kinlen; and Misses Angelina De Salvo, Dolly Santacroce, Catherine Ball, Lucille Rodick, Betty Cashman, Grace Palmieri. Christine Checco, Vivian Ferrari and Ann Nayda. All who took part in the entertainment joined in the finale, the scenery for which was provided by Edward Casey. Dancing preceded and followed the entertainment.

Unfortunately F. Javal, Y. Droz, Pierre Bassaler and R. Gouin, of the executive staff of the allied companies were unable to be present. Andre Wick, J. H. Morrell and J. Manoha and a group of friends were among the boxholders.

The committees that arranged the affair follow: Entertainment Committee: E. L. Krause, chairman: William J. Ryan, vice chairman; Anthony Ashburger, Ann Bartlett, L. Bezard, Edward R. Marshall, Vivian Ferrari, Helen Flynn. Reception Committee: C. H. Briggs, chairman; Helen Anderson, vice chairman; Lucienne Neel, Wilma Sprenz, Charles Filip, Henry Etsch, Jr., Thos. C. Phelan, Pierre Manoha, Johanna Erach, Margaret Lynch, Theresa Pappalardo, Helen Hogan. Floor Committee: Jos. F. Alexandre, chairman; Charles A. Schamay, Thomas J. Moore, F. Ellis, W. King, Joe Anderson, I. Davis, Fred Haeni, J. J. Flynn. Door Committee: J. J. Murphy, Chairman; Joseph Corcoran, N. Beau.



## Chicago Trade Notes

Apex Products Co. is now established in new and more extensive quarters, with many new facilities, at 1401 North Western avenue.

Arthur Fortune, one of the most popular men in the

essential oil industry in the midwest and for many years identified with the essential oil trade, has taken offices at 227 West Van Buren st. and will soon begin to operate his own company under his own name. Full particulars are not yet available, but as Mr. Fortune is an outstanding figure among Chicago business men, with an astonishing host of friends, his move is considered of high significance to the industry here. Since its establishment, in 1924. Mr. Fortune



ARTHUR FORTUNE

has been active as the presiding officer of the Acme Compact Puff Co.

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Leland Chemical Co., formerly Laundry Supply Co., will begin in the near future to market by house-to-house canvassing, paradichlorbenzene in special glass dispensing bottles.

The Chicago Perfumery, Soap and Extract Association met on Wednesday, February 5th, for its second well attended luncheon meeting of the year. Tom Corwine, popular radio announcer, was the speaker. He was supplied through the courtesy of Riley & Goss, who have charge of the association's entertainment features. The important step of establishing a Golf Committee was taken at this meeting and it is expected that it will do much, working in cooperation with the similar auxiliary of the Chicago Drug and Chemical Association, to arouse interest among members who have been comparatively inactive. A vote will soon be taken to decide whether or not the association is to be renamed to conform with the class of industries with which it is now most clearly identified. C. A. Seguin, the new president, plans many innovations conducive to growth. The entertainment committee promises the date of the Spring Dinner Dance in the early future. The golf committee will consist of A. C. Drury, chairman, of A. C. Drury & Co.; G. M. Van Kirk, of Hazel Atlas Glass Co.; Walter H. Jelly, of A. Maschmeijer, Jr.; Harry Elwell, of Pennsylvania Oil Co.; John Buslee, of Neumann-Buslee & Wolfe, Inc.; and William H. Schutte, Secretary, of P. R. Dreyer, Inc.

P. A. Rising, of the Chicago office of Chas. Pfizer, Inc., started, on February 1st, a sixteen day excursion to the Caribbean Sea.

Martin B. Vance, of the Chicago office of Givaudan-Delawanna, Inc., travelled through Indiana during the first week in February.

A. S. La Zoris, Chicago manager of Lanvoix Chemical Co., recently moved into new quarters at 549 West Randolph st.

On the evening of Friday, February 7th, over one hundred men, probably the largest number of Chicago representatives of the perfume, cosmetic, soap, candy, baking and flavoring extract trades ever assembled at a lecture pertaining to their industries, were the guests of Fritzsche Brothers, Inc., at a sumptuous banquet at the South Ballroom of the Stevens Hotel, followed by a remarkable showing of films taken by Dr. Ernest S. Guenther, chief chemist of Fritzsche Brothers. The assembling of the films has taken Dr. Guenther over every part of Europe during the past several years. They were as comprehensive and illuminating as could possibly have been desired, and, with Dr. Guenther's accompanying remarks, produced in a critical audience an enthusiasm which repeatedly found expression in applause. The pictures were both in black and white and colors and, as well as absorbingly interesting, were among the most beautiful that the gathering had ever seen.

Fritzsche Brothers are the first to introduce this method of promoting intelligent awareness among users of raw materials and are to be highly complimented for taking so thoughtful and constructive a step. A point strongly stressed was the great importance of the standardization of samples of all oils which Fritzsche Brothers are now undertaking. In the lecture room there was a display of those samples that have already been standardized which aroused a high degree of interest during intermissions. They indicated the high degree of care and precision with which this work is being carried out.

About two and a half hours were consumed in the showing of the films, which took their observers, respectively, to Spain and Italy to watch the production of citrus oils; to the beautiful center of the Bulgarian otto of rose production; along the Riviera through the plantations devoted to the manufacture of natural flower oils; and to the Sahara Desert, where new fields are being broken that will be of vast importance to the natural flower oil industry. A diagram picture, showing the principle of steam distillation used by Schimmel & Co., in Germany, produced a spontaneous burst of applause.

Frederick H. Leonhardt, first vice-president of Fritzsche Brothers, made a special trip from New York to attend the







Dr. Ernest S. Guenther

meeting and B. F. Zimmer was the gracious and friendly host, greeting the guests as they arrived, introducing the speaker, and making everyone feel welcome. Plans have been made to have the films shown in Minneapolis and St. Paul, Detroit, and the University of Wisconsin, at Madison. Dr. Guenther will remain in the Chicago district for several weeks.

Paul Watkins, President of the J. R. Watkins Co., Winona, Minn., started, late in January, upon a tour around the world. Most of his time will be spent in the large capitals of Europe, though he plans to do extensive travelling by water. Dr. Edgar G. Thomssen, chief chemist of the J. R. Watkins Co., was in Chicago during the third week in January. He attended the January 19th luncheon of the Chicago Perfumery Soap and Extract Association.

Paul Ross, credit manager of Clarence Morgan & Co., has recently been seriously ill with facial paralysis at Ravenswood Hospital.

The Chicago Drug and Chemical Association held its first meeting of the new year at the Medical and Dental Arts Building with the remarkable turn-out of sixty-five members, on Thursday, January 30th. The speaker was Roy Hansen, former aid on the famous Loesch Investigating Committee, and he made some provocative disclosures on the subject of political and criminal alliances in Chicago.

Green Oil Soap Co. is marketing a new shaving cream called "Grenol." It is placed in an attractive tube placed in a green and white carton.

Dr. Harry Flamhaft, of United Laboratories, recently visited Chicago before making his extensive trip through the Southern states, during which he will combine business with recreation.

James S. Kirk & Co. are planning a new advertising campaign, in which newspapers will be used, on Pall Mall Toilet Soap, a popular item.

#### Britain Prepares for Great Trade Fair

Special Correspondence

The great British Industries Fair this year is to be opened in London at Olympia and in Birmingham at Castle Bromwich on February 17. It will remain open each day from then to February 28. A special advance edition of the catalog of the Fair has been sent overseas to 10,000 business men in Europe, North America, South Africa, and the Eastern coast of South America, including all those buyers who have notified the Department of Overseas Trade of their intention to attend the Fair. By this publishing feat trade buyers in cities as far apart as Stambul and Vancouver will be able to receive copies of the catalog before commencing their voyage to the Fair.

These catalogs, apart from containing descriptive entries of the exhibits of over 1,800 British manufacturers, embody a complete classification of the exhibits by trades, and indexes in nine languages, enabling foreign buyers easily to trace the goods in which they are particularly interested. This year the Fair will have the advantage of being housed in London, in the greater Olympia, the world's largest concrete building and at Birmingham in the Fair buildings which also have been greatly extended.

Articles to be exhibited in the London section include light and heavy chemicals, chemical apparatus, soap and soap products, domestic chemical products, drugs and druggists' sundries, perfumery, and cosmetics. No exhibitor is permitted to show articles other than those of his own manufacture.

## Los Angeles Notes

Application was made by Nassour Brothers, soap manufacturers in Los Angeles, for incorporation. The firm is to be known henceforth as Nassour Bros., Inc., Ltd. The corporation will have an authorized capitalization of \$44,000, represented by 44,000 shares of common stock, par value of \$1.00 per share. Officers of the company are Max Mitchell, president; William Nassour, vice-president: Fred. Nassour, secretary, and Alex W. Mitchell, treasurer. These officers, together with A. Nassour, Eugene Schuck, E. D. Mitchell and B. Mitchell constitute the first board of directors. Due to the rapid expansion of business, Nassour Bros., Inc., Ltd., will shortly move to considerably larger quarters situated on the corner of Clarence and Steffenson streets, Los Angeles, Calif.

At a recent meeting in Los Angeles under the auspices of the Paris Hair Company of Los Angeles, members of the Los Angeles Hairdressers and Cosmetologists listened with rapt attention to an explanation and demonstration of the rapidly developing art of make-up and the use of cosmetics. Amongst the speakers were Dr. F. B. McCall, who spoke on "The Evolution of the Beauty Parlor" and Mildred J. Caldwell. They were followed by Harry L. Seigelman, who gave some practical demonstrations in the use of cosmetics and make-ups.

The Los Angeles Beauty Parlor Supply House is becoming widely known for its regular Tuesday evening demonstrations, in its headquarters at 555 South Los Angeles street, Los Angeles.

On January 23rd the Paris Hair Company gave a practice demonstration of "Coo", the facial that has attracted so much attention among American women. There will be other demonstrations from time to time on cosmetics as well as on technical appliances related to the beauty parlor profession. The meetings will be held at the Los Angeles offices of the Paris Hair Company, 739 South Broadway.

Frank E. Von, who has been connected until recently with Katherine MacDonald and who has been instrumental in putting over the famous "Coo" facial preparation with such signal success, has departed eastward on behalf of Nassour Brothers' latest preparation, "Lemo-Rins", and their well-known line of Castile soap products.

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Charles Vann, manager of the Western division of E. Frederics, Inc., has just opened new Los Angeles demonstration and service offices at 607 Consolidated building, Sixth and Hill streets.

E. Frederics, Inc., San Francisco branch, are now in the new offices at 150 Powell street. The change was made in the same building, but into different rooms.

The past month has been an eventful and important one for the "Home of Eugene". Eugene F. Suter, president, Eugene, Ltd., returned from an extensive tour of Europe, during which trip he was given an excellent opportunity to study once again the profession in many countries first hand. Mr. Suter predicts that 1930 will be one of the most successful and prosperous in the history of the profession in the United States.

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# In Memoriam for Departed Friends

AMIC, SENATOR JEAN, member of the firm of Etablissements Roure Bertrand Fils & Justin Dupont, Grasse, France, February, 1926.

Bell, Joseph H., president of the C. F. Booth Perfume Co., Norwich, N. Y., February, 1924.

Burchenal John J., vice-president, Procter & Gamble Co., Cincinnati, February, 1926.

BURNETT, JOHN T., president Joseph Burnett & Co., Boston, February, 1929.

CORDES, WILLIAM, president, Pro-phy-lac-tic Brush Co., Northampton, Mass., February, 1928.

FAIRCHILD HENRY C., founder of Fairchild & Shelton, soap manufacturers, Bridgeport, Conn., February, 1917.

FALK, FREDERICK L., president, F. L. Falk & Co., soap manufacturers, Pittsburgh, Pa., February, 1927.

Fels, Joseph, soap manufacturer and single tax advocate, Philadelphia, Pa., February, 1914.

FOLEY, JOHN B., toilet goods manufacturer, Chicago, Ill. February, 1925.

HARRIS, FRANK F., founder of the Harris Extract Co., Binghamton, N. Y., February, 1912.

Hess, Charles D. Hess Co., perfumers, Rochester, N. Y., February, 1908.

KAHLE, JOHN WESLEY, president, Crescent Mfg. Co., Seattle, Wash., February, 1918.

KIRKMAN, ALEXANDER S., Kirkman & Son, soap manufacturers, Brooklyn, N. Y., February, 1912,

LARKIN, JOHN D., founder of the Larkin Co., Inc., Buffalo, N. Y., February, 1926.

Marshall, Herman August, soap manufacturer, Clinton, Mass., February, 1910.

Morgan, George Frederick, since 1882 president of Enoch Morgan's Sons, New York, February, 1925.

STEARNS, FREDERICK, of Frederick Stearns & Co., manufacturing chemists. Detroit, Mich., February, 1907.

WALTKE, WILLIAM, soap manufacturer, St. Louis, Mo., February, 1916.

#### John Behrens

John Behrens, owner and president of the Amolin Co., died in Midland Park, N. J., January 21, at the age of 78. Mr. Behrens was born in Ottersberg, Germany, March 15, 1851. At the age of fourteen he came to this country, and after working in various positions, started his own business as a manufacturer of rubber goods. In 1893 he organized the Amolin Co. to manufacture Amolin Deodorant Powder, and remained in full control of this enterprise until the present Amolin company was formed in 1919. Upon its organization he became president, and held that position until incapacitated a few years later, at which time he was succeeded by his son.

He leaves his widow, a daughter, Mrs. Tulp, a son, John Henry Behrens, and six grandchildren.

# \* \* \* \* Arthur P. Daggett

Arthur P. Daggett, chemist associated with George Lueders & Co., New York, for many years, died of heart disease on January 25. Mr. Daggett was 55 years old and a resident of Larchmont, N. Y. He leaves two sons.

As we go to press we learn of the death of Charles E. Foote, president of Foote & Jenks, Jackson, Mich. A more extended notice will follow.

## Circulars, Price Lists, etc.

RUTH D. MAURER CORPORATION, New York, has sent us several very attractive booklets and folders describing the new line of "Rudemar" toilet preparations which the company is now manufacturing. One is a leaflet announcing the introduction of the line, and calling attention to the company's new offices, salesrooms and instruction centre at 17 West 46th street, New York. Another is a descriptive booklet covering the various "Rudemar" preparations, and still another contains a large number of excellent testimonials. The booklets are attractively bound in light blue with the familiar elephant trade mark on the cover.

The January issue of The Phoenix Flame, published monthly by the Phoenix-Hermetic Co., is known as their yearly review number and contains a number of interesting articles, suggestions, jokes, etc., reprinted from the different issues of 1929. In the fore part of the organ is a table of articles to appear throughout the year as well as an announcement in regard to a change in policy on the food conservation articles. These will be of a different character from those in the past, dealing with the outstanding personages in the industry "who have developed the principles which underlie the art or who have contributed in the way of some invention for the handling of foods upon the enormous scale demanded in domestic and foreign commerce."

Louis Dejonge & Co., New York City, have sent us a beautifully illustrated booklet showing color work in line, halftone and process done on some of the coated papers for which the company is headquarters. Plates for the work were loaned by prominent national advertisers, and the results clearly demonstrate what can be done with the company's papers in advertising work.

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McCormick & Co., Baltimore, Md., have sent us a new cook book entitled Flavor and Spice, which it is distributing through its retail outlets. The company believes that if a woman knows how to use a manufacturer's products, her demand for them will increase and it is on this theory that the new book is published. The recipes have all been tested in the company's experimental kitchen and many of the dishes are shown in photographs. Copies may be had upon application to the company.

STANDARD REMEDIES PUBLISHING Co., Washington, D. C., has sent us the 1929 supplement of its well-known book "Compilation of Laws" relating to foods and drugs. This supplement brings the eleventh edition up to date since it includes recent legislative enactments and amendments.

REVUE DES MARQUES, Paris, has favored us with the 1930 edition of its annual diary and directory which, like the former numbers of the series, contains much useful information as well as diary pages, and almost a complete advertising directory of the raw material industry in France.

Perfumery and Essential Oil Record, London, has sent us a copy of its annual year book and diary. As usual, the book is excellently bound and contains in addition to the diary and memorandum pages, a large amount of valuable information for the perfumer. Included are a list of constants of aromatic chemicals and a table of derivations of essential oils, which are of prime interest to readers.

# **New Incorporations**

Note.—Addresses are given, so far as they are available, of the incorporators. Otherwise, letters or other first class mail may be sent in care of attorneys or trust companies, endorsed with requests to "Please Forward."

Alice Martin Corp., Borough of Manhattan, N. Y., toilet goods, \$10,000. S. G. Litwin, 1,776 Broadway, New York, N. Y.

Pierre Lemoine, Borough of Manhattan, N. Y., perfume raw materials, 100 shares of common stock. C. F. Weidlich, 41 Broad street, New York, N. Y.

Omaha Von company, Omaha, Neb., compounding and selling cosmetics, \$10,000. Wallace G, and Jane H. Firth and Leonard A. Hammes, incorporators.

Happy Day Soap Company, Inc., Zuni, Va., manufacture and deal in soap powders and soap, \$25,000 maximum capital. B. W. Eley, president. A. E. S. Stephens, attorney, Smithfield, Va.

Heg Service Corp., Borough of Manhattan, N. Y., cosmetics, \$1,000. S. H. Sundell, 51 Chambers street, New York, N. Y.

Peggy Sage, 50 E. 51st street, New York City, cosmetics, 1,000 shares of common stock. J. A. Murphy, Albany, N. Y.

Van Ogden Sales Corp., Illinois corporation, Indianapolis, Ind., buy, sell, import, export and generally deal in and with drugs, medicines, chemicals, perfumeries, soaps. Capital stock represented in Indiana, 150 shares. Indiana agent and office, M. J. Higgins, Gary.

Lancaster, Hazel-Atlas of New York, glassware, Borough of Manhattan, N. Y., 200 shares of common stock. Kenefick. Cooke, Mitchell, Bass & Letchworth, Buffalo. N. Y.

Banner Beverages, Borough of Brooklyn, N. Y., soda water, \$10,000. H. E. Heberman, 26 Court street, Brooklyn, N. Y.

Lacto Pharmacal Laboratories, Teaneck, N. J., \$100,000 preferred stock, 50,000 shares of common stock. Keeler & Harrison, New York, N. Y.

Olco Mfg. Co., Borough of Manhattan, toilet preparations, \$20,000. J. E. Ankus, 49 West 71st street, New York, N. Y.

#### Business Record

Max Moross, 225 Varick street, New York, N. Y., druggist. No schedules filed.

Louis A. Goodman, 33 Sands street, Brooklyn, N. Y., pharmacy. Liabilities, \$17,129; assets, none.

Wilhelmina Marie Heilbut, Pearl River, N. Y., beauty parlor. No schedules filed.

Irving Granoff, 1,481 East 23rd street, Brooklyn, N. Y., druggist. Liabilities, \$33,774; assets, none.

Samuel P. Cohen, trading as National Perfumery Company, Reading, Pa. Liabilities, \$57,787; assets, \$14,050. Referee, John H. Bridenbaugh.

Walter P. Brill, 665 Lenox ave., New York, N. Y., drug store, by Harris Drug Company, for \$348; H. Halper, Inc., for \$596; and William Ferris for \$22.

Clifford A. Hewitt, Albany, N. Y., druggist. Liabilities, \$42,284; assets, \$33,563.

Walter P. Brill, 665 Lenox ave., New York, N. Y., drug store. Liabilities, \$12,933; assets, \$4,500.

Ernest Gittin, 1,898 Jerome ave., New York, N. Y., drug store. Liabilities, \$10,605; assets, \$5,900.

Samuel Cohen, trading as the College Pharmacy, 1,538 St. Nicholas avenue, has assigned to Paul C. Carpenter.

Carlat Chemist, 120 North avenue, New Rochelle, New York. By Leon Eisen, \$201; Houbigant, Inc., \$219; Speilman & Co., Inc., \$200. The members of the firm are Samuel Carlat and Sandos Marcus.

Potash Pharmaproducts Co., Inc., 196 Wallabout street, Brooklyn, N. Y., by Borough Hall Press, Inc. for \$70; Master Engineering Co., \$950, and Charles E. Hemingway, Jr., \$788. Judge Campbell has appointed George Arkwright receiver in bond of \$3,000.

Unica Stores, Inc., 2,731 White Plains avenue and Britain streets, grocers, by Sussman Wormser & Co., for \$480; Seaman Brothers, Inc., \$94; Colgate Palmolive Peet Co., \$666. Liabilities about \$23,000; assets about \$5,000.

R. C. Moody and R. V. Moody, pharmacists of Troy, N. Y., doing business as Moody Bros., filed schedules: Assets \$18,781; Liabilities \$25,168.

# New Equipment and Installations

Under this heading appear descriptions of new equipment and the installation of machinery by our advertisers. The claims made and the descriptive matter are supplied by them and are not to be considered as an endorsement.

The Pfaudler Co., Rochester, N. Y., has advised us of a new 500 gallon glass lined chemical reaction kettle which it is now offering. Describing this new kettle, the company writes:

"As the result of persistent demands from the chemical and allied industries for a large standard glass lined steel reaction kettle, we are pleased indeed to announce the addition of a 500-gallon 'Interchangeable' unit. As the name implies, it is based on the all-steel construction created with the introduction of the 'Interchangeable' series over two years ago and which has been applied so successfully to the solution of the industry's problems.

"Lined with Pfaudler acid resisting glass enamel, this 500gallon kettle may be used for all organic and inorganic acids with the sole exception of hydrofluoric.

"Depending on whether or not heat is necessary, this unit may be obtained in steam jacketed or single shell construction."

Economic Machinery Co., Worcester, Mass., has just placed upon the market a new number in its line of "World Labelers." The new type, which is known as "Model S," is described by the company as follows:

"The significance of the 'S' used in describing this new model is that the machine is practically silent in operation.

"The 'Improved World Labeler' is a most efficient and economical semi-automatic machine. It can be equipped to label small vials, one gallon bottles or jugs, or boxes and packages of various shapes and sizes. It is very generally used for applying body and neck labels and foil in one operation, to all types of beverage bottles. A positive center gumming device can be furnished when required. It applies labels all around a bottle or jar and is practically a universal labeling machine.

"It has many new and exclusive mechanical features, recently developed. Among these improvements are the silent adjustable motor drive, the roller chain with cut sprockets for driving the gum roll, the redesigned follower lips which check the upward pressure of the labels when the pickers are in contact, swinging label follower rod enabling the operator to easily place the labels in the holder, quickly removal transfer roll and an improved type of gum box."



### Montreal

Business throughout the wholesale and retail perfumery and allied trades is reported quite satisfactory. There are complaints of quietness in some businesses, but the condition does not seem to have affected the perfumery trade seriously so far.

Probably the most outstanding development of the year, of general interest to the perfumers and their friends, is the impasse which has brought Canadian Industrial Alcohol into the courts. Counsel on both sides agree, as they have stated, that everything was done which could be done to bring an amicable settlement of the difficulties between Lord Shaughnessy, the present president of the company,

and the heirs of Sir Mortimer Davis, former president. Lord Shaughnessy is joint executor of Sir Mortimer's will. Lady Davis, as heir to her late husband's estate, seeks to have Lord Shaughnessy ousted from the executorship alleging that the estate is not being properly managed. This, it would seem, would likely enough entail his leaving the presidency of Alcohol. The annual general meeting of the company has been adjourned twice and now stands ad-

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LORD SHAUGHNESSY

journed pending a settlement of the legal battle. Meanwhile, although profits are expected to be lower than a year ago, it is anticipated that the financial statement will show that Alcohol is doing quite satisfactory business.

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Montreal Tourist and Convention Bureau report more conventions than ever before, coming to Montreal this summer. So more United States citizens than ever will buy their perfume and tooth paste on St. Catherine street this year.

A. D. Rettinger has resigned from the service of Colgate-Palmolive-Peet Company, Ltd., for whom he has been advertising and sales manager in Canada since 1921. He joined the Palmolive company in 1917 as assistant district sales manager at Chicago, and later was district sales manager at Milwaukee. Since then he has opened and directed branches of the company at Pittsburgh, Philadelphia and Omaha before he came to Canada.

He is leaving the country for an extensive holiday trip, and figures on taking up his residence in Toronto on his return.

#### Toronto

Toronto University in conjunction with the Retail Merchants Association of Canada has inaugurated an extension course in retail store management. J. W. McCoubrey, president of the United Drug Co. of Canada has guaranteed 80 memberships in the course.

Tamblyn's chain drug stores operating in Ontario showed an increase in sales in 1929 of \$550,000, the total being \$3,491,000.

An essay contest on Hutax tooth paste is being sponsored by McGillivray Brothers, Ltd., Toronto, distributors in Canada.

The Ladies' Auxiliary of the Toronto Druggists' Club will hold its annual dance at the Royal York Hotel, Toronto, on February 21.

McGillivray Brothers, Toronto, staged their annual employees' masquerade on January 10 in their showrooms at 358 Adelaide street, west.

R. M. Pinder, druggist at Saskatoon, Sask., was elected an alderman in that city at the recent municipal elections.

The Ontario College of Pharmacy class of '29 will hold its annual reunion at the Prince George Hotel, Toronto, on February 18. The graduating dance of the college will take place the same evening in the Royal York Hotel.

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The Sylvania Industrial Corporation of Fredericksburg, Va., has appointed Pollack Bro. & Co., Ltd., Montreal, as Canadian agents for "Fenestra".

A. E. Mansfield has joined the staff of the Chamberlain Medicine Co., Toronto. He is a native of this city, and has been closely connected with the drug trade in Canada and the United States for the past twenty years. He was reently field supervisor of sales and advertising for the Chamberlain Medicine Co., Inc., Des Moines, Iowa, and has now come to Canada to direct the merchandising policy of the company in the Dominion.

A. S. Williams and J. A. Phibbs have purchased the Seely Manufacturing Co., Ltd., at Windsor, Ont., and have changed the name to Seely Products, Ltd., as being more appropriate for a perfume and toilet article business. Archie Williams is a native of Fitchburg, Mass., who came to Canada with the H. K. Wampole Co.; later with Amory

and Williams, manufacturers' agents, and still later with the Seely Company, whose business he has just purchased. Mr. Phibbs has lived since boyhood in Windsor, where he worked for the Seely Company, eventually rising to a directorship in that organization.

Beginning with this year Northam Warren, president of the Northam Warren Corporation, announces that his firm will be the sole distributor in the Dominion of Cutex, Odorono, Elcava, Glazo and I. Parker Pray, R. F. Merklev, formerly sales manager for Sterling Products, Ltd., and the Bayer Co., Ltd., will be in charge of sales, and Thos. O'Rourke will continue in charge of the laboratory. The announcement by this concern was made necessary through the consolidation of several closely connected toilet goods houses with the Northam Warren Corporation, who took over the manufacturing of the various lines in Canada.

. . . . Alonzo Staples, dean of the drug trade in Fredericton, N. B., died at his home there after a brief illness recently. He had a record of half a century with the retail drug trade.

. . . . On January 18, at a meeting held in the Victoria Hotel, Toronto, the "Canadian Barber and Beauty Supply Dealers Credit Association" was formed. John Winchester, of Bellefontaine, Ltd., was elected chairman; J. A. Dickinson, Jones Bros., Ltd., secretary, and G. J. Zryd, recording secretary. This association was formed for the purpose of being of service to its members in the giving of credit to barbers and beauty parlors only. The intention is to apply for a charter at an early date and to hold meetings as often as necessary.

Word has been received in Ottawa that the judicial committee of the Privy Council will set down for its April sitting the hearing of the argument as to the constitutionality of the Canadian Combines Act. Four parties are interested -the Governments of Ontario and Quebec, the Proprietary Articles Trade Association, and the Dominion Government.

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Wm. H. Thom, managing director of Lyman Brothers & Co., Toronto, died suddenly at his home in that city on January 18. He was in his fiftieth year, and is survived by his wife and three children. He was born in Paris, Ont., lived in Watford, and learned the drug business in England, returning to Canada and finishing his apprenticeship in this province. Graduating from Toronto University in 1910 he joined up with Lyman Brothers as chemist, rising gradually until reaching the post of general manager.

\* \* \* \* Clifford's drug store at Dalhousie, N. B., was destroyed in a fire which burned up thirteen buildings in that city and did damage estimated at \$500,000.

\* \* \* \* T. B. Mitchell, retail druggist of Oshawa, Ont., was elected mayor of that city for 1930 by acclamation at the elections last month. . . . .

One of the largest funerals seen in recent years in Ottawa, Ont., was that of Thos. Brownlee, retail druggist at the Capital City. Mr. Brownlee was one of the best known citizens of Ottawa, and hundreds of prominent people were present at the funeral services. Close to 100 druggists were at the funeral, which was held on January 20.

## Canadian Patents and Trade Marks

The increasing international trade relations between the United States and Canada emphasize the importance of proper patents and trade marks protection in both of these countries in order that the expansion of business may not be curtailed by legal difficulties.

For the information of our readers, we are maintaining a department devoted to patents and trade marks in Canada relating to the industries represented by our publication.

This report is compiled from the official records in the Canadian Patent Office.

All inquiries relating to patents, trade marks, designs, registrations, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPARTMENT Perfumer Publishing Co., 81 Fulton St., New York City.

#### PATENTS GRANTED

296,292.-Parasiticidal and Germicidal Composition. Fred-

erick Anson Frazier, Berkeley, Calif. 296,366.—Combined Lug Cap and Liner Plate. The American Metal Cap Co., Brooklyn, assignee of Charles Hammer,

New York. 296,367.—Combined Cap and Liner Plate. American Metal Cap Co., Brooklyn, assignee of Charles Hammer, New York. 296,368.—Hermetic Seal. The Anchor Cap & Closure Corp., Long Island City, assignee of Abraham Podel, New

296,960.—Closure for Dispensing Containers. Marion Fredenberg, assignee of Frank McLaughlin, both of Toronto,

297,097.—Emulsion. The William S. Merrell Co., Cincinnati, assignee of Charles G. Merrell, Wyoming, and William Pittenger, Newport, and Mortimer Bye, Cincinnati, all in

### TRADE MARKS REGISTERED

"P M G" in white, surrounded by a black circle. Drugs and toilet articles. Gilbert Products Corp., New York City.
"Elizabeth Arden". Toilet preparations. Elizabeth Arden of Canada Limited, Toronto, Canada.

"Aziade". Perfumery and toilet articles. Societe Les Parfums Gueneaux, 40 bix, Avenue de la Marne, Asnieres (Seine) France.

"Tissue Paper". Soap. John Powell Davies, Westmount, Quebec.

"Boots". Perfumes, proprietary and toilet articles, and druggists' sundries. Boots Pure Drug Co. Ltd., 37, Station

St., Nottingham, England.
"Newpochem" associated with the illustration of a triangle having solid circular figures intermediate the sides of the triangle. Pine Oil. The Newport Co., Carrollville, Wis. "Escosayon". A mixture of soap with other detergant

"Escosavon". A mixture of soap with other detergent materials. Beach Soap Co., City of Lawrence, Mass.

Gladys Ogilvie, one of the famous Ogilvie Sisters, hair specialists in New York and Paris, lectured in the Georgian Room in the T. Eaton Company's store, Toronto, on January 23 and 24, on "Care of the Hair and Scalp." In connection with these lectures, Miss Ogilvie gave demonstrations of home and salon treatments. During her stay in Toronto Miss Ogilvie also spoke over the radio. The Ogilvie preparations are being introduced into Canada for the first time and will be handled exclusively in the Dominion by the T. Eaton Co.

Mr. and Mrs. C. E. Frosst, of the manufacturing drug company of that name, have gone south to Chandler, Arizona, and California. They are expected back in Canada about the end of April.

# Patent and Trade Mark Department

Conducted by Howard S. Neiman

HIS department is conducted under the general supervision of Howard S. Neiman, contributing editor on patents and trade marks. This report of patents, trade marks, designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry viz.: Perfumes, Soaps, Flavoring Extracts and Toilet Preparations.

Of the trade marks listed those whose numbers are preceded by the letter "M" have been granted registrations under the Act of March 19, 1920. The remainder are those applied for under Act of February 20, 1905, and which have been passed to publication.

Inventions patented are designated by the letter "D." All inquiries relating to patents, trade marks, designs,

registrations, copyrights, etc., should be addressed to PATENT AND TRADE MARK DEPARTMENT Perfumer Publishing Co., 81 Fulton St., New York City. Note-Dates given in Trade Mark Registrations are those from which use of the mark is claimed.

## TRADE MARK REGISTRATIONS APPLIED FOR (Act of Feb. 20, 1905)

These registrations are subject to opposition within thirty days after their publication in the Official Gazette of the United States Patent Office. It is therefore suggested that our Patent and Trade Mark Department be consulted relative to the possibility of an opposition proceeding.

259,639.—Pycope, Inc., Joplin, Mo. (Apr. 1925.)—Tooth powder.

261,366.—Austin W. Landquist, New York, N. Y., assignor to Lukutate Corporation of America, New York, N. Y. (Dec. 28, 1927.)—Fruit extract with an alcohol preservative of forty-nine per cent by volume for food-flavoring pur-

267.243.—Continental Nut Co., Seattle, Wash. (Mar. 1, 1923.)-

223.)—Nut extracts for food-flavoring purposes. 267,940.—Donaldson & Poston, doing business as Better Maid Products Co., Memphis, Tenn. (Jan. 30, 1928.) - Vanilla Food-flavoring extracts.

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270,298.-Les Parfums de Rosine, Inc., New York, N. Y. (June 7, 1928.)-Bath powder.

270,839.—John Heiland Co., Chicago, Ill. (Apr. 4, 1907.)—

275,435.—Catherine C. Fenton, doing business as The Fenton Laboratories, Inc., Waterbury, Conn. (Nov. 9, 1928.)— Tonic and shampoo for the treatment of the hair and scalp,

astringents, and cold cream.

275,560.—Clifford M. Cole, doing business as Cole-Gano Pharmacal Co., Los Angeles, Calif. (Sept. 1, 1928.)—Bath preparations of the nature of a deodorant containing sulphur, pine oils and vaporous elements for internal and ex-ternal use.

276,937.—Florian, Inc., Detroit, Mich. (Nov. 27, 1928.)— Face cream.

282,145.—George W. Simmons Corp., New York, N. Y. (Nov. 10, 1927.)—Lemon food-flavoring extract.

283,928.-Mark W. Allen & Co., Detroit, Mich. (May 6, 1927.)—Shaving cream.

285,015, 285,016.—Samuel Cooper, doing business as Purr Chemical Co., Woodside, N. Y. (Jan. 15, 1928.)—Baby

286,350.—Charlotte E. White, Carbondale, Ill. (Apr. 5, 1924.) - Face soap.

287,004.—Dr. Pierre Chemical Co., Chicago, Ill. (July 1, 1928.)—Facial astringent, and mouth wash.

287,097.-Smart & Final Co., Wilmington, Calif. (June 27, 1929.) - Flavoring extracts.

287,222.—Roger S. Allen, New York, N. Y., assignor of one-half to Jessie W. Taylor, New York, N. Y. (July 6, 1929.) - Toilet articles.

288,519.—Robert M. Froehlich, doing business as Right-O-Products Co., New York, N. Y. (May 1, 1929.)—Toilet preparations

288,664, 288,665.—Powder Puff Shop, Minneapolis, Minn. (Oct. 15, 1928.) - Toilet preparations.

288,786, Dodge & Olcott Co., New York, N. Y. (1861.) -Essential oils, flower essences, colors for perfumes, compounded perfume bases, floral waters; Oleo Resins.

290,300.-L. Bamberger & Co., Newark, N. J. (July 1924.) Perfume bottles and boxes.

290,827 .- Florian, Inc., Des Moines, Ia. (June 25, 1929.)-After-shaving lotion.

290,864.—The J. B. Williams Co., Glastonbury, Conn. Under section 5b of the act of 1905 as amended in 1920. 1840.)—Soap, including toilet soap and shaving soap; shaving cream in the nature of soap; shaving powder; shaving stick, and shaving fluid.

291,213.—Foster Labs., Inc., St. Paul, Minn. (Jan. 15, 1923.)—Cleaning composition used particularly as a hand and face cleaning soap.

291,357.—The Procter & Gamble Co., Cincinnati, Ohio. (Aug. 12, 1929.) - Soap.

291,661.—Florian, Inc., Detroit, Mich. (Mar. 27, 1929.)— Shaving cream.

291,676.—Lucien Lelong, Inc., Chicago, Ill. (July 24, 1929.) Face powder in loose and cake form and rouge.

291,776.—Edna J. Lewis, doing business as Hawaiian Beauty Products Co., West Hollywood, Calif. (Oct. 1, 1928.)— Preparation in the form of a pomade for straightening curly or kinky hair.

291,886.-Manhattan Soap Co., Inc., New York, N. Y. (Apr. 10, 1926.) - Soap.

292,097.—Chaney Products, Inc., New York City. (Apr. 1929.)—Permanent-hair-waving supplies.

292,139.—The William A. Webster Co., Memphis, Tenn. (May 30, 1929.)—Dental cream, vanishing cream, cold cream, talcum powder, magnesia, toilet water, etc.

292,143.—The William A. Webster Co., Memphis, Tenn. (June 18, 1929.) - Shaving cream.

292,145.—The William A. Webster Co., Memphis, Tenn. (June 18, 1929.)—Dental cream, aspirin tablets, antiseptic mouth wash, analgesic balm, magnesia, talcum powder, toilet

292,195.—I'm Alone Products Co., New York, N. Y. (June 15, 1929.)-Washing fluid.

292,384.—American Lanolin Corp., Lawrence, Mass. (Oct. 30, 1929.) - Face cream.

292,418, 292,460.—Ralph Pichel, doing business as the Old Servitor Distributing Co., Hartsdale, N. Y. (Oct. 29, 1929.)

-- Flavoring extract. 292,484.-- Colgate-Palmolive-Peet Co., Chicago, Ill. (Under 10-year proviso. 1858.)—Toilet, laundry and household soap, soap powder, soap chips, soap flakes, soap paste, scouring cleanser, shaving cream, shaving powder, and shaving soap in the form of sticks, cones, and tablets.

292,538.—Lanman & Kemp, Inc., New York, N. Y. (Under 10-year proviso. 1884.)—Double extract of witch-hazel. 292,540.—Lanman & Kemp, Inc., New York, N. Y. (Under 10-year proviso. 1884.)—Salve or ointment of witch-hazel.

292,629.—Nellie Holmes, doing business as Mme. Nellie

# **Trade Marks**

PARFUMS DHERAUD M 266, 492

PURR

285,015

Jar-Co

RIGHTO

288.519

291.357

O-dont-ol

292.740

UN BEAU

DIMANCHE

DECI-DELA

292,937

284.350

Lukulale

Big Boy





292.143

SUPERTEST

292,484

RINS-O-DENT

DAGELLE



L' AILE DU RÊVE

BEGIN THE DAY Ricope

SWORD 282,145

TABLE KING 287.097

Juner-Javing

MINT JULEP SHOWE

NO-MOR-KINK 291.776

I'm Alone 292,195



292,629

UN TOUR DE JARDIN 292 934 -292,938

L' AILE DU RÊVE 292.939



TRIPOLAY

Jiponthe Billion M246.733

Sentone 275,435



Williams 290.864

BLUE STREAK 291,886

AMLA



Certane



293.928 IDEAL

DRESSUM 293,341

INTERMEDE 292,941. personality

293,602

Essex M 266.730

HYGEIAFORMS 117.004



BAGUETTE 291.676



SANITEST



275,560 292.418 SOPEX



DOUCE OUIETUDE 292.946

DERMASOL 292.970







288.664



292.460



292.538

MILTEX

DOUCE OUIETUDE 292,945

Big Guy Dream

ZesT

288.465

PHYSICIANS

NURSES BABY--TOILET POWDER

E

M266.719

Vim

Dat

288.786

276.937

Dash

DECI-DELA

DEMI-JOUR 292.944

> ROSS 293.381

MOLINELLE

Holmes, Philadelphia, Pa. (Nov. 12, 1929.)-Compound salve hair grower.

292,646.—Anthos Cosmetic Mfg. Co., Brooklyn, N. Y. (Nov. 1, 1929.) - Toilet preparations.

292,664.—Isidore Greenberg, Brooklyn, N. Y. (May 1, 1928.)—Mouth astringent, antiseptic gargle, and deodorant.

292,718.—William Cooper & Nephews, Inc., Chicago, Ill. (Feb. 1925.)—Shampoo preparation for the treatment of lice, fleas, and ear mites on animals as well as for cleaning furs.

292,722.—Du Pont Cellophane Co., Inc., New York, N. Y. (July 30, 1929.)—Caps and bands of cellulose regenerated from viscose, whether transparent, opaque, colored, embossed, ornamented or plain, which are used for bottle closures and for decorative purposes around the necks or over the tops of bottles.

292,740.—Ramiro Maynes, doing business as O-Dont-Ol Laboratories, Chicago, Ill. (Oct. 31, 1929.)—Composition for treating pyorrhea.

292,778.—The Procter & Gamble Co., Cincinnati, Ohio. (Sept. 10, 1929.)-Soap.

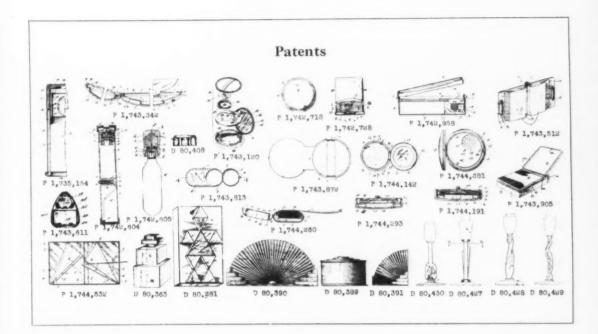
292,794.—Colgate-Palmolive-Peet Co., Chicago, Ill. (July

31, 1929.) - Soap. 292,857.—Daggett & Ramsdell, New York, N. Y. (Oct. 10, 1929.) - Powder puffs and absorbent powder puffs.

292,923.—Cheramy, Inc., New York, N. Y. (Nov. 7, 1929.) Soaps and shaving creams.

292,924.—Cheramy, Inc., New York, N. Y. (Nov. 7, 1929.)

Toilet preparations. 292,930.—Robert M. Froehlich, doing business as Right-O Products Co., New York, N. Y. (May 1, 1929.)—Liquid soap, liquid shampoo soap, tooth soap, shampoo soap, jelly



soap, soap paste, polishing soap, cold-cream soap, etc. 292,936, 292,937, 292,939, 292,941, 292,945. — Houbigant, Inc., New York, N. Y. (Nov. 7, 1929.)—Perfume and toilet preparations.

292,938, 292,940, 292,942, 292,943, 292,944 292,946.—Houbigant Inc., New York, N. Y. (Nov. 7, 1929.)—Toilet soaps and shaving creams.

292,970.—Bio-Medical Research Laboratories, Inc., Brooklyn, N. Y. (Feb. 1927.)—Skin lotion.

293,042.—C. H. Ginther, Santa Monica, Calif. (July 3,

1929.)—Shampoo and hair tonic. 293,107.—Peoples Drug Stores Inc., doing business as The Barnard Co., Washington, D. C. (March. 1914.)—Tooth

paste. 293,143.—Rosemarie Lewis, Los Angeles, Calif. (June 17,

1929.)—Deodorants. 293,293—Sharp & Dohme, Inc., Baltimore, Md. (Nov. 5,

203,293—Sharp & Dohme, Inc., Baltimore, Md. (Nov. 5 1929.)—Tooth paste and antiseptic lozenges.

293,341.—Solon Palmer, New York, N. Y. (June 14, 1929.)
—Preparation to be used as a hair tonic for keeping the hair in place and for setting of waves.

293,378.—Peoples Bottling Co., Inc., Akron, Ohio. (May 1, 1928.)—Extracts, flavors.

293,381, 293,382.—The Sydney Ross Co., Newark, N. J. (June 1927.)—Dentifrices, talcum powders.

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293,602.—Joseph M. Shapior, doing business as The Personality Co., New York, N. Y. (Oct. 15, 1929.)—Perfume. 293,633.—Molinelle (London) Limited, London, England. (Jan. 30, 1928.)—Perfumery.

293,646.—Tripoli Barber Supply Co., Inc., Philadelphia, Pa. (Nov. 11, 1929.)—Hairdressings.

# TRADE MARK REGISTRATIONS GRANTED (Act of March 19, 1920)

These registrations are not subject to opposition

M266,492.—Delphin Heraud, Paris, France. (Serial No. 283,041. Apr. 10, 1920.)—Perfumes, perfumed lotions for

application to the skin, toilet waters, face powders, talcum powders, sachet powder, and brilliantine.

M266,719.—Pomarel, Ltd., New York, N. Y. (Serial No. 275,686. Nov. 1, 1928.)—Baby and toilet powder.

M266,730.—L. Bamberger & Co., Newark, N. J. (Serial No. 287,228. Jan. 1919.)—Soaps.

M266,733.—Sears Roebuck & Co., Chicago, Ill. (Serial No. 279,194. Nov. 26, 1928.)—Shaving cream.

## PATENTS GRANTED

- 1,735,154. Container. Leo H. Brodrick, New York, N. Y. Filed Nov. 11, 1926. Serial No. 147,763. 3 Claims. (Cl. 206—47).
- 1. In a container of the character described, in combination; a hermetically sealed puff receptacle comprising an annular side wall, a friable bottom fixedly attached to said side wall and an imperforate friable top fixedly attached to said side wall; a cardboard supporting casing side extending below the puff receptacle and attached thereto; a bottom to the casing; a strip of paper extending around the outer face of the puff receptacle side and attached thereto, said paper being extended over the upper edge face of said supporting casing and downwardly over a portion of the outer face of said supporting casing and attached thereto; and a cover for the device.
- 1,742,342. Compact Pan for Vanity Cases. Charles N. Coryell, Mamaroneck, N. Y., assignor to Edward M. Dalley, Larchmont, N. Y. Filed Jan. 25, 1929. Serial No. 335,010. 6 Claims. (Cl. 132—83.)
- 6. In a compact for a vanity case, a pan comprising a pan body made of sheet material having an integral finger projecting from an edge thereof, a cosmetic cake on said pan body, said finger having a reduced neck and an enlarged head, said neck being comparatively easy to bend so that said finger may be bent inwardly over the pan body after the cosmetic cake is applied to said body without damaging the cake, said head having a hole for the insertion of an implement to assist in removing the compact pan from the vanity case.

1,742,604. Apparatus for the Spraying of Liquids. Renée Marie-Louise Lemoine, née Trouillet, La Buissoniere, via Perriers-sur-Andelle, France. Filed Feb. 16, 1926, Serial No. 88,577, and in France Apr. 17, 1925. 2 Claims. (Cl.

1. An apparatus for spraying liquids which comprises a member, a transverse partition in said body member dividing it into two principal compartments, one adapted to contain the liquid to be sprayed and the other having fitted therein a compressed gas container which provides a clearance space between the container and the inner wall of said compartment, a check valve controlling the escape of gas from the container, a cap provided with an imperforate elastic sealing member closing the end of the body member, means operable upon the elastic sealing member from the exterior of the cap for unseating the check valve to permit gas from the container to enter the body member, a discharge nozzle connecting with the liquid holding compartment through an opening in the partition and a tube extending from the discharge nozzle through the partition to below the surface of the liquid in the compartment.

Perfume Sprayer. Renée Marie-Louise Le-1.742,605. moine, née Trouillet, La Buissoniere, via Perrier-sur-Andelle, France. Filed Mar. 16, 1926, Serial No. 95,118, and in France Mar. 28, 1925. 1 Claim. (Cl. 221—735.)

A spraying device comprising a compressed gas container closed by an air-tight sealing medium, a cap adjustably secured on the container above the sealing medium, a hollow perforating needle carried by the cap and operable thereby to perforate the sealing medium, a valve seat on the cap, a duct in said cap extending from said valve seat to the hollow needle, and a secondary cap element adjustable on said cap and adapted to seat against the valve seat thereon to close the duct therein, and said secondary cap element having a passage therethrough not in alignment with the duct in the cap.

1,742,718. Vanity Case. Joseph F. Moran, Waterbury, Conn., assignor to Scovill Manufacturing Company, Water-Joseph F. Moran, Waterbury, bury, Conn., a Corporation of Connecticut. Filed 1925. Serial No. 11,907. 3 Claims. (Cl. 220-31.)

vanity case, comprising a flanged body, the flange of the body having a cut out portion and provided with an integral tubular pintle, said pintle being of a length equal to the cut out portion, disposed therein intermediate the depth thereof and offset inwardly a distance equal to the thickness of said flange, and a flanged cap, the flange of the cap having at the edge an extension of a width equal to the said cut out portion and bent around said tubular pintle.

1,742,728. Soap-Stick Holder. Philip A. Reutter, Water-bury, Conn., assignor to Scovill Manufacturing Company,

Waterbury, Conn., a Corporation of Connecticut. Filed Dec. 13, 1927. Serial No. 239,650. 4 Claims. (Cl. 206—56.)

1. In a holder for soap sticks and the like, the combination of a casing, a soap stick holder detachably secured thereto, said holder being formed with a central aperture, and a plug rotatably positioned and frictionally held in the aperture and provided with means adapted to bore into a soap stick on the rotation of the plug for anchoring the soap stick in the holder.

1,742,958. Illuminated Container. Frederick B. Kaufman, Philadelphia, Pa. Filed Dec. 21, 1926. Serial No. 156,154. 2 Claims. (Cl. 240—6.4)

1. In a vanity case the combination of a body; a lid hinged to the body, said lid having a suitable powder com-pact therein; a mirror located in the body portion; a battery cell under a portion of the mirror; a bracket having a socket and an electric lamp located in the socket; a contact element in the body portion arranged to contact with the base of the socket; a sliding switch element in the body portion guided by the bracket and engaging the contact element; and a knob on the sliding element, said sliding element being so arranged that when the lid is closed it will depress the slide and move the contact element away from the end of the

1,743,120. Compact. Felix Deman, New York, N. Y. Filed Aug. 16, 1928. Serial No. 299,911. 5 Claims, (Cl. 132-83.)

1. In a powder and rouge compact, a casing, a sifter plate disposed therein, a peripheral flange on said plate ex-

tending downwardly to act as a supporting member for said plate, said sifter plate having a filling opening, a rouge cup disposed in said opening, a flange on said cup resting on the adjacent surface of said sifter plate with the upper edge of the cup substantially flush with the upper surface of the sifter plate, said cup having a slot in its side wall, and a tongue formed on said sifter plate and extending from the edge of the filling opening through said slot and over the cup to hold said cup and its contents in position.

1,743,512. Toilet and Cosmetic Preparation. Maurice Aisen, New York, N. Y. Filed May 21, 1926. Serial No. 110,815. 11 Claims. (Cl. 132—78.5.)

1. The method of making a toilet preparation consisting

in mixing the usual ingredients with gum quince and applying the mixture to a thin flexible surface.

1,743,611. Vanity Case. Karl R. Larson, South Auburn, R. I., assignor to Theodore W. Foster & Bros. Co., Providence, R. I., a Corporation of Maine, Filed Nov. 19, 1927. Serial No. 234,379. 10 Claims. (Cl. 132—83.)

1. The combination of a casing, means forming a pocket within said casing for the reception of a compact carrier or the like, a movable locking plate member bodily slidably mounted in said casing and having a lip for engaging the edge of the carrier, and spring means normally holding said lip in locking position to retain the carrier or receptacle.

1,743.813. Toilet Accessory. William Friedman, New York, N. Y., assignor to Lupe, Inc., New York, N. Y., a Corporation of New York. Filed Sept. 28, 1927. Serial No. 222,471. 2 Claims. (Cl. 132—83.)

1. A toilet accessory comprising a container for make-up material, a cover also comprising a container and hinged to the first said container so that one container will close the other and when opened both containers will open in the same direction, and a reflecting surface extending from and rigid with respect to one of said containers and facing in the same direction as the containers when open thereby enabling the reflecting surface and the contents of said containers to be used simultaneously.

1,743,872. Powder Puff. Harry O. Weitlich, New Rochelle, and James T. Walker, Pelham, N. Y., assignors to W. S. T. Sani-Products Corp., Brooklyn, N. Y., a Corporation of New York. Filed May 7, 1928. Serial No. 275,743. 3 Claims. (Cl. 132—78.5.)

2. In a powder puff, a plurality of leaves interposed one upon another, a stiffening member placed under said leaves, said leaves and stiffening member secured together at points on their margins by a securing member which passes under and across said stiffening member, the securing member sufficiently loose under the stiffening member to enable the user to insert his fingers thereunder, the leaves being removable one at a time.

1,743,905. Soap Container. Charlotte Stanley, Detroit, Mich. Filed May 6, 1927. Serial No. 189,252. 3 Claims. (Cl. 146—177.)

1. A soap container having a cover hinged thereon, a removable perforate grating plate in said container, said plate extending over substantially the whole surface within said container exposed when said cover is open, projections on the sides of said grating plate extending under the upper side of said container, the grating plate sides extending downwards and resting against the underside of said container, said container having an outlet opening therethrough under the perforate portion of said grating plate, and a closure member adapted to cover said opening.

1,744,061. Shaving Preparation. Nathan Sulzberger, New York, N. Y. Filed May 12, 1926. Serial No. 108,694. 3 Claims. (Cl. 87—5.)

3 Claims.

2. A shaving preparation free from phenolesters of higher fatty acids, and comprising a saponaceous material and adrenalin.

1,744,142. Vanity Box. Philip A. Reutter, Waterbury, Conn., assignor to Scovill Manufacturing Company, Waterbury, Conn., a Corporation of Connecticut. Filed (1928. Serial No. 311,277. 4 Claims. (Cl. 132–83.)

1. In a vanity case, the combination of metal body and cover members, one of these parts having a hinged knuckle formed by turning over the metal of the part, and the other having an edge opening into which the knuckle fits,

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and compact holding means including two similar wires each of which has a lateral projection arranged to overlie a compact in one of the members, and the other of which forms the pintle, one of the members having a flange under which the wires are held, the wires extending completely around the member and the ends of the wires abutting.

1,744,191. Container for Cosmetic Powder. James Leslie Younghusband, Chicago, Ill. Filed Sept. 4, 1928. Serial No. 303,638. 7 Claims. (Cl. 132—83.)

A container for cosmetic powder including a receptacle, a member therein providing a flanged opening therefor, said member having two substantially horizontal inwardly directed spaced flanges, the lower flange having an axial wall extending below the lower flange forming the powder compartment.

1,744,260. Container for Tooth Powder. Walter F. Chappelle, Buffalo, N. Y. Filed Nov. 18, 1927. Serial No. 234,135. 13 Claims. (Cl. 221—65.)

1. A container for tooth powder having an elongated opening, and means to compress and form a comparatively thin layer of powder beneath said opening.

1,744,293. Loose-Powder Compact. James Leslie Younghusband, Chicago, Ill. Filed Sept. 4, 1928. Serial No. 303,-637. 6 Claims. (Cl. 132—83.)

6. A loose powder compact comprising a receptacle having a flanged opening therein, the flange defining said opening consisting of a metallic ring formed from a single piece of sheet metal, said flange being formed by bending said sheet metal forwardly in open ended loops with the free margins of said metal extending outwardly and frictionally engaging the wall of the receptacle, a bead being formed in said member above said flange, and an applicator retained in position between said flange and said bead to close the opening in said flange.

1,744,532. Cosmetic Pack. Marjorie Weed Ean, New York, N. Y. Filed Sept. 29, 1928. Serial No. 309,210. 11 Claims. (Cl. 132-78.5.)

1. A rim tool, having an arm member formed with a flattened end bent or angular in cross-section, and having oppositely positioned notches in its side walls, and a second arm extending at an angle with said first arm and

integral therewith forming a lever therefor. 1,744,681. Loose-Powder Container. Percy J. Callowhill and Winifred T. Parkin, Providence, R. I., assignors to Theodore W. Foster & Bro. Co., Providence, R. I. Filed July 2, 1928. Serial No. 289,653. 7 Claims. (Cl. 132–83.)

In a loose powder container, a case having a rim, a member having an integral cup-like part depending therefrom and having a circular area of perforations and a circular opening, the marginal edge of said member being formed with a circular channel and a part extending upwardly from the channel and formed to frictionally engage the rim of the case, a ring secured to the under side of the member and depending therefrom and spaced from the rim of the case and being seated upon the bottom of the case, a rotary circular control member pivoted at its center to the first named member and formed with a ciropening to alternately or selectively register with either the circular area of perforations, with the circular opening or with the cup-like part of the first named member and when in registry with either thereof to conceal the remaining two, and a series of concavo-convex teats carried by the two members and formed to frictionally engage with each other so as to latch the control member against movement, the periphery of the control member being turned downwardly and engaged in the channel.

1,744,843. Bleaching Fats and Oils. Horace F. Taylor, Erwin F. Scherubel, and Guy W. Phelps, Chicago, Ill., assignors to Swift and Company, a Corporation of Illinois. Filed Apr. 26, 1924. Serial No. 709,274. 2 Claims. (Cl. 87-12.)

1. The process of bleaching animal and vegetable oils and fats which comprises adding thereto a bleaching earth and sulfuric acid, the earth being added at least as soon in point of time as the acid so that the oils and fats are ex-posed to the action of the acid only in the presence of the earth, agitating the mixture, settling the sludge formed and filtering the supernatant oil through a layer of diatomaceous

#### DESIGNS PATENTED

80,281. Combined Display Receptacle and Individual Con-

80,281. Combined Display Receptacle and Individual Container for Toilet Preparations. Lewis D. Mathias, Nashville, Tenn. Filed Sept. 16, 1929. Serial No. 32,774. Term of patent 7 years.
80,363. Bottle. Maggy Besancon De Wagner, Paris, France, assignor to Lentheric, Incorporated, New York, N. Y., a Corporation of New York. Filed Nov. 5, 1929. Serial No. 33,346. Term of patent 14 years.
80,389. Container for Powder. Marcel M. Michelin, Staten Island, N. Y., assignor to Pinaud Incorporated, New York. N. V., a Corporation of New York. Filed Apr. 25.

York, N. Y., a Corporation of New York. Filed 1929. Serial No. 31,011. Term of patent 14 years. Filed Apr. 25,

80,390. Display Card or Similar Article. Marcel M. Michelin, Staten Island, N. Y., assignor to Pinaud Incorporated, New York, N. Y., a Corporation of New York. Filed Aug. 31, 1929. Serial No. 32,637. Term of patent 14 years

80,391. Display Card or Similar Article. Marcel M. Michelin, Staten Island, N. Y., assignor to Pinaud Incorporated, New York, N. Y., a Corporation of New York. Filed Oct. 29, 1929. Serial No. 33,207. Term of patent 14

80,408. Container Cap. James P. Burke, Newark, N. J., assignor to Mack Molding Company, Little Falls, N. J., a Corporation of New Jersey. Filed Mar. 1, 1929. Serial No. 30,273. Term of patent 7 years.

80,427. Atomizer-Bottle Stem. Frédéric A. Vuillemenot,

30,2/3. Term of patent 7 years.
80,427. Atomizer-Bottle Stem. Frédéric A. Vuillemenot,
Toledo, Ohio, assignor to The De Vilbiss Company, Toledo,
Ohio, a Corporation of Ohio. Filed Oct. 29, 1929. Serial
No. 33,210. Term of patent 7 years.
80,428. Atomizer-Bottle Stem. Frédéric A. Vuillemenot,
Toledo, Ohio, assignor to The De Vilbiss Company, Toledo, Ohio, a Corporation of Ohio. Filed Oct. 29, 1929.

Serial No. 33,213. Term of patent 7 years. 80,429. Atomizer-Bottle Stem. Frederic A. Vuillemenot, Toledo, Ohio, assignor to The De Vilbiss Company, Toledo, Ohio, a Corporation of Ohio. Filed Oct. 29, 1929. Serial

No. 33,214, Term of patent 7 years, 80,430. Atomizer-Bottle Stem. Frédéric A. Vuillemenot, Toledo, Ohio, assignor to The De Vilbiss Company, Toledo, Ohio, a Corporation of Ohio. Filed Oct. 29, 1929. Serial No. 33,215. Term of patent 7 years.

### Netherland Market for Toilet Preparations

Dental preparations are widely employed in the Netherlands, and the cleansing of teeth is now generally regarded as a necessity rather than a luxury. Such products are made locally to a considerable extent, but comprise mainly the cheapest grades. The locally produced tooth pastes are packed in tin containers as well as in tubes. The retail price ranges between 8 and 30 American cents depending on the size of the container and the quality of the product. In addition, there are several makes of German origin offered for sale at 14 to 30 American cents, while there are also a number of more expensive foreign tooth pastes on the market retailing at from 16 to 50 American cents.

The leading mouth wash sold is produced by the German Odol company. It is put up in bottles retailing at \$0.50 to \$0.70 and \$1.50, depending on the size of the container. The British "Vademecum" mouth wash is obtainable, but meets with comparatively little demand. This product retails in half bottles at \$1.10, while the whole bottle sells at \$1.60.

Dental preparations are advertised rather widely in the Netherlands and retailers positively refuse to order unadvertised lines. In this connection it should be observed that importers are rarely prepared to participate in such expenditures and expect the manufacturer to conduct the necessary propaganda work at his expense. They are. however, prepared to act as advisers and do the necessary translation work. (Acting Commercial Attache Paul S. Guinn, The Hague).

# Grasse Report for January

# From Our Own Correspondent

HE recent financial upset which occurred in the United States has made itself strongly felt in our market. The majority of consumers feeling it necessary to hold back on their buying, business at home here has consequently suffered a serious setback. On this account, production in our factories has been greatly reduced and all the more since at this time of the year there is no flower gathering.

The market of essential oils is showing more and more the effects of this almost complete standstill of business and prices on some essences have shown an even more marked tendency downward.

#### Lavender

Lavender oil has not given rise to any business, to the great disappointment of the distillers. The latter are doing all they can to prevent a drop. Prices are now lower than before the war, if the currency depreciation is taken into account.

#### Rose

On the other hand no drop in price is expected on otto of rose Bulgarian. Purchases have been made at point of origin on existing stocks at prices above those paid after the crop of May, 1929, and the moneys advanced to growers on the coming crop have been paid out in such ridiculous

proportions that the farmers are encouraged in their aim to have the price on the flower go up from year to year. Requirements this year seem greater than in 1929, but it is hardly likely that the crop will yield a sufficient surplus, what though the rose bushes have been in fine bloom up to now.

#### Cassie

The crop may be said to amount to nothing at all on the two varieties: Roman and Ancient. Perhaps next April the second flowering will give a sufficiently large crop. The stock of manufactured goods is small and prices are there-

#### Mimosa

The shipments of cut flowers will probably take care of nearly the whole of the crop. The perfumery business may expect to pay a high price and have to face many difficulties in order to cover its needs.

#### Violet

The plantations are looking fine. The crop promises to be abundant. The flowers are now being used for export as bouquets ready made and not until the end of the crop can our factories secure the quantities of which they have absolute need.

#### Italian Citrus Oil Exports for Three Years

Exports of Italian citrus oils were heavier during 1928 than during the two preceding years. The United States continued to be Italy's best market followed by Great Britain, France and Germany. The export trade to Russia has become important within the past two years. India and Japan have also become good markets. The following table shows the exports of citrus oils by kinds:

Orange	1926 Kilos 126,202 152,757 622,059 5,850 3,563	1927 Kilos 137,696 172,193 571,416 8,762 4,937	1928 Kilos 130,400 187,044 628,002 8,212 5,238
Other	3,303	4.93/	3.600
Total 1 kilo=2.204 pounds.	910,431	895,004	958,896

The following table shows the exports of Italian citrus oils by countries of destination:

	1926 Kilos	1927 Kilos	1928 Kilos
United States	314,000	250,000	300,000
Great Britain	214,000	230,000	234,000
France	178,000	127,000	154,000
Germany	83,000	109,000	116,000
Netherlands	22,000	30,000	31,000
Russia	580	13,000	23,000
Australia	22,000	29,000	19,000
Other countries	76,420	107,000	82,000
Total	910,000	895,000	959,000
-(Trade Commissioner Eliza	beth Humes,	Rome).	

#### Helpful From Many Angles

(J. R. Watson, Stewart & Holmes Drug Co., Wholesale Druggists, Seattle, Wash.)

THE AMERICAN PERFUMER is very helpful from many angles. I wish it continued success,

# Exportations of Orange, Pimento and Lime Oil From Jamaica

The exportation of the different kinds of citrus oils from Jamaica is not shown separately for the years of 1925, 1926 and 1927, since they are grouped under the heading of "Essential Oils." However, it has been estimated that about 90 per cent of the essential oils was orange oil and the remainder divided between lime oil and pimento oil.

The following tables set forth the exportation from Jamaica of essential oils for the past four years and the first three months of 1929, showing countries of destination, quantities and values (values expressed in pounds sterling):

· Quan	tity (Ga	llons)		
1925	1926	1927	1928	1929 (3 mos.)
Germany         3,473           United Kingdom         3,473           Canada         508           United States         11,314           France         44	1,175 807 5,634 22	2,378 739 10,202	132 3,377 944 10,386	801 3,310 10
Total 15,339	7,638	13,319	14,839	4.121
	Value			
United Kingdom . £7,244 Canada . 1,521 United States . 29,638 France . 138 Germany	£3,114 2.905 17,684 75	£5,226 2,932 21,541	£7,974 3,364 31,336	£4,240 16,497 65
Total £38,541 —(Consul Jose de Olivare	£23,778	£29,699	£43,287	£20,802

#### Question

The man who wants quinine and whisky for that troublesome summer cold usually has difficulty in locating one of the ingredients . . . the quinine?—Phoenix Flame.



## Synthetics and Derivatives

Business is none too active although it has improved to some extent during the last two or three weeks. There are more inquiries and while actual orders are still limited, the tone of the market has improved and sellers anticipate a fair Easter trade although none of them look for any very sharp improvement in business during the next few weeks. The tariff situation on coal tars has reacted in favor of domestic producers to some extent and with American valuation apparently fixed for an indefinite period as the basis for assessment on this group, one of the threats of lower prices has been removed for the time being. This, however, has been without effect on business and orders are still for small lots with little tendency to anticipate excepting on items of the bulk type which are frequently sold on contract.

Unsettlement continues in the vanillin market with one interest holding out the threat of lower prices although no further reduction has as yet been named. Coumarin is not particularly competitive and holds better than usual in the open market. Safrol and artificial sassafras are easier owing to the easier position of the raw material. No heavy demand is in evidence at present price levels.

Geraniol is a bit easier but there seems to be more inquiry for it although actual business has not been heavy. Soap makers are inquiring but not in a large way. Linalool and its derivatives are also rather quiet with prices more or less unsettled due to the position of the raw material. Demand for amyl and butyl cinnamic aldehydes is reasonably active at rather competitive prices. Large business is reported in neither of them.

There has been a fair call for phenyl ethyl alcohol and other products with a rose note owing to the high costs of natural rose odors. The same is true of orange flower types which are moving reasonably well and seem likely to be in even greater demand later since the coming crop of orange products cannot be a very good one.

Menthol has been more or less competitive with natural lower than in some months. Thymol is also easy although less is heard of it. Artificial musks remain in the former position with manufacturers still in control of the situation largely through the timidity of the importers, none of whom will act to secure the release of considerable material held here in bond.

Other items are generally steady with few price changes. Competition between imported and domestic products is not on a price basis so much as one of quality and service, and after certain customs difficulties are ironed out, the position of the market should be reasonably stable for a long time to come.

## Essential Oils

General conditions in the market for essential oils and allied products have improved to some extent since the time of our last review. There has been a rather sharp revival of business especially in the East and while the Middle West and the West still report quiet conditions on the whole, the position of the market is materially better than it was a month ago.

There has not been much gain in the size of the individual order or inquiry. Most of the business is limited to small lots for the immediate use of the buyers although in some of the bulk items this has been relieved by fairly substantial purchases. There are more orders, however, and less inclination on the part of the buyers to shop around and to haggle about prices.

In general, the trend of the market has been one of stability and steadiness. A few items have shown reasonably sharp recoveries from the recent lows and most of the others have been quite steady and without material change during the last few weeks. Shading on the part of the dealers is not quite so much in evidence although large orders are filled under highly competitive conditions which do not make for any very large profits.

The floral group has not been extremely active although there are indications that business is improving and the volume of inquiries would tend to show that some good spring business for the Easter trade is in prospect. Stocks of most of the items are rather low and in general prices are well maintained. Neroli oil and orange flower concretes and absolutes are in very light supply. The demand for rose products has been fairly good and prices are fully maintained. Jonquil products are scarce. The market for jasmin is active but there is plenty to be had. In general, this group is in a satisfactory position although stocks could be somewhat larger without being burdensome.

Citrus oils have been featured by advances during the last few weeks. Strength in the foreign markets has led to higher prices on orange and lemon here and to greater steadiness in bergamot although it will be hard to get this item up for the time being. The domestic producers of orange have followed the market to some extent but have not advanced their prices as rapidly as those on foreign oils. The advance has been due to the well controlled position abroad. It has not led to any material increase in the business in these oils in this market.

Domestic oils have been generally steady. Peppermint seems a shade firmer than formerly and depleted stocks of spearmint have led to a slight advance in this item. The demand for neither has been heavy but the country is firmer and reports less stock held there than had been ex-

(Continued on Page 778)

# PRICES IN THE NEW YORK MARKET

(Quotations on these pages are those made by local dealers, but are subject to revision without notice) (See last page of Soap Section for Prices of Soap Materials)

DOCESIMIAI (						
ESSENTIAL (	DILS		Gingergrass	3.20@		Tansy 4.00@ 4.20
		00.00	Guaiac (Wood)			Thuja 1.75@
Almond Bitter, per lb	\$2.75@	\$2.90	Hemlock			Thyme, red 1.00@ 1.35
S. P. A		3.25				White 150
Sweet True		.68	Hops, oz			White 1.10@ 1.50
Apricot Kernel		.45	Horsemint	4.25@		Valerian 10.50@
	100	.45	Hyssop			Verbena 3.75@ 7.00
Amber, crude	100	.90	Juniper Berries, rectified.	2.40@	3.00	Vetivert, Bourbon 6.25@ 7.75
rectified		.50	Juniper Wood	.60@	.62	Java 10.00@ 25.00
Ambrette, oz	40.000	200	Laurel			East Indian 30.00@
Amyris balsamifera	2.20(a)	2.80	Lavender, English			Wine, heavy 1.80@ 2.00
Angelica Root	35.UU(a)	40.00	U. S. P. "X"	3.00@	5.50	Wintergreen, Southern 4.00@
seed	30.00(a)	35.00			.55	
Anise, tech	1.20@	Nom.	Garden			Penn. and Conn 7.75@ 8.50
Lead free, U. S. P	1 250	1.35	Lemon, Italian		3.25	Wormseed 3.50@ 3.75
Lead free, U. S. F	1.250	1.00	Calif.	2.25@	2.45	Wormwood 13.00@ 18.00
Aspic (spike) Spanish			Lemongrass	.85@		Ylang-Ylang, Manila 30.00@ 32.00
French			Limes, distilled		9.00	Bourbon 9.00@ 12.00
Balsam Tolu, per oz	4.50@		expressed			2000 1111111111111111111111111111111111
Balsam Peru	6.00@					TERRENEI PCC OH C
Basil	50.00@		Linaloe	2.30(0)	2.65	TERPENELESS OILS
Bay, Porto Rico	2.45@		Lovage	30.00@		Bay 5.75@ 6.00
West Indies			Mace, distilled	2.00@		
	0 * = -	4.00	Mandarin	12.75@		Bergamot 11.50@
Bergamot			Marjoram	6.25@		Clove 4.15@ 4.65
Birch, sweet N. C		2.15	Melissa			Coriander 25.00@
Penn. and Conn		5.00	Mirbane			Geranium 8.50@ 13.50
Birchtar, crude	.15@				12.00	Lavender 14.00@
Birchtar, rectified		.60	Mustard, genuine			Lemon
Bois de Rose, Femelle	0000	2.50	artificial	1.80(a)	2.00	
		.35	Myrrh	10.00@		Lime, Ex 60.00@
Cade, U. S. P.	1.15@	1.30	Myrtle			Orange, sweet100.00@125.00
Cajeput, Native			Neroli, Bigarade, pure		215.00	bitter
Calamus	3.60@	4.00	Petale, extra	200,000	250.00	Petitgrain
Camphor, "white"	.32@	.38			230,00	Rosemary 2.50@ 3.75
sassafrassy	.30@	.36	Niaouli			Sage, Clary 90.00@
Cananga, Java native	3.00@	3.40	Nutmeg			Vetivert, Java 35.00@
rectified		4.00	Olibanum	6.50@		Ylang-Ylang 28.00@ 35.00
Caraway Seed, rectified	2000	2.25	Orange, bitter	3.85@	4.50	1 lang-1 lang 20.00@ 55.00
Caraway Seeu, rectined	35.000	6.60	sweet, W. Indian		3.60	
Cardamon, Ceylon	33.00@				4.00	OLEO-RESINS
Cascarilla			Italian		4.00	
Cassia, 80@85 per cent			Calif. exp	3.60@		Benzoin 2.50@ 5.00
rectified, U. S. P	1.70@	2.00	dist.	2.10@	2.30	Capsicum, U.S.P. VIII 3.60@
Cedar Leaf		1.25	Origanum, imitation	.50@	.85	Alcoholic 3.50@
Cedar Wood		.35	Orris Root, concrete do-			Cubeb 3.25@
Cedrat			mestic(oz.)	7.00@	9.00	Ginger, U. S. P. VIII. 3.00@
Celery		11.00		7.00@	9.00	Al 1 1 2 2000
			TOTELOTI			
			Orris Root absolute(oz)			Alcoholic 3.25@ 4.60
Chamomile(oz.)	3.50@	5.00	Orris Root, absolute(oz.)	90.00@	28.00	Malefern 2.00@ 2.50
Chamomile(oz.) Cherry laurel	3.50@ 12.00@	5.00	Orris Root, absolute(oz.) Orris liquid	90.00@1 22.00@	28.00	
Chamomile(oz.) Cherry laurel Cinnamon, Ceylon	3.50@ 12.00@ 11.50@	5.00	Orris Root, absolute(oz.) Orris liquid Parsley	90.00@ 22.00@ 9.75@	28.00	Malefern 2.00@ 2.50
Chamomile(oz.) Cherry laurel	3.50@ 12.00@ 11.50@ 1.75@	5.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli	90.00@: 22.00@ 9.75@ 6.80@	28.00 7.15	Malefern       2.00@ 2.50         Oak Moss       15.00@ 15.50         Olibanum       3.25@
Chamomile(oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf	3.50@ 12.00@ 11.50@ 1.75@	5.00	Orris Root, absolute(oz.) Orris liquid Parsley	90.00@: 22.00@ 9.75@ 6.80@	28.00	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon	3.50@ 12.00@ 11.50@ 1.75@ .64@	5.00 15.00 2.00 .70	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American	90.00@ 22.00@ 9.75@ 6.80@ 2.00@	28.00 7.15	Malefern     2.00@     2.50       Oak Moss     15.00@     15.50       Olibanum     3.25@     0       Orris     17.00@     28.00       Patchouli     18.00@
Chamomile(oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@	5.00 15.00 2.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French	90.00@ 22.00@ 9.75@ 6.80@ 2.00@ 1.30@	28.00 7.15	Malefern       2.00@       2.50         Oak Moss       15.00@       15.50         Olibanum       3.25@       0         Orris       17.00@       28.00         Patchouli       18.00@       18.00@         Pepper, Black       4.25@
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@	5.00 15.00 2.00 .70 .75	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black	90.00@ 22.00@ 9.75@ 6.80@ 2.00@ 1.30@ 12.50@	7.15 2.25	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Java Zanzibar	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@	5.00 15.00 2.00 .70 .75 2.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural	90.00@ 22.00@ 9.75@ 6.80@ 2.00@ 1.30@ 12.50@ 3.40@	28.00 7.15 2.25 3.60	Malefern       2.00@       2.50         Oak Moss       15.00@       15.50         Olibanum       3.25@       0         Orris       17.00@       28.00         Patchouli       18.00@       18.00@         Pepper, Black       4.25@
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@	5.00 15.00 2.00 .70 .75 2.00 28.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled	90.00@ 22.00@ 9.75@ 6.80@ 2.00@ 1.30@ 12.50@ 3.40@ 3.65@	28.00 7.15 2.25 3.60 4.00	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer.	90.00@ 22.00@ 9.75@ 6.80@ 2.00@ 1.30@ 12.50@ 3.40@ 3.65@ 2.15@	28.00 7.15 2.25 3.60 4.00 2.30	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@         28.00           Orris         17.00@         28.00           Patchouli         18.00@         4.25@           Sandalwood         16.00@         4.25@           Vanilla         6.75@         8.75
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@ 6.00@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French	90.00@ 22.00@ 9.75@ 6.80@ 2.00@ 1.30@ 12.50@ 3.40@ 3.65@ 2.15@ 8.00@	28.00 7.15 2.25 3.60 4.00 2.30 Nom.	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@ 6.00@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer.	90.00@ 22.00@ 9.75@ 6.80@ 2.00@ 1.30@ 12.50@ 3.40@ 3.65@ 2.15@	28.00 7.15 2.25 3.60 4.00 2.30	Malefern     2.00@ 2.50       Oak Moss     15.00@ 15.50       Olibanum     3.25@       Orris     17.00@ 28.00       Patchouli     18.00@       Pepper, Black     4.25@       Sandalwood     16.00@       Vanilla     6.75@ 8.75
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@ 6.00@ 3.50@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom.	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento	90.00@ 22.00@ 9.75@ 6.80@ 2.00@ 1.30@ 12.50@ 3.40@ 3.65@ 2.15@ 8.00@ 2.60@	28.00 7.15 2.25 3.60 4.00 2.30 Nom.	Malefern     2.00@     2.50       Oak Moss     15.00@     15.50       Olibanum     3.25@       Orris     17.00@     28.00       Patchouli     18.00@       Pepper, Black     4.25@       Sandalwood     16.00@       Vanilla     6.75@     8.75       LIQUID ABSOLUTES       Cassie     105.00@120.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@ 6.00@ 3.50@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones	90.00@; 22.00@ 9.75@ 6.80@ 2.00@ 1.30@ 12.50@ 3.40@ 3.65@ 2.15@ 8.00@ 2.60@ 3.75@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@         8.75           LIQUID         ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@ 6.00@ 3.30@ 7.50@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom.	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia	90.00@; 22.00@ 9.75@ 6.80@ 2.00@ 1.30@ 12.50@ 3.40@ 3.65@ 2.15@ 8.00@ 2.60@ 3.75@ .75@	28.00 7.15 2.25 3.60 4.00 2.30 Nom.	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@         8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00           Jonquil         140.00@160.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ 65@ 6.00@ 3.50@ 3.30@ 5.25@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris	90.00@ 975@ 6.80@ 2.00@ 1.30@ 12.50@ 3.65@ 2.15@ 8.00@ 2.60@ 75@ 2.00@ 2.00@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@         8.75           LIQUID         ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00           Jonquil         140.00@160.00           Orange Flower         210.00@235.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@ 3.50@ 3.30@ 7.50@ 5.25@ 3.00@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis	90.00@ 9.75@ 6.80@ 1.30@ 12.50@ 3.40@ 3.65@ 2.15@ 8.00@ 2.60@ 3.75@ -75@ 2.00@ 2.95@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@         8.75           LIQUID         ABSOLUTES           Cassie         105.00@120.00         Jasmin           Jasmin         160.00@175.00         Jonquil           Orange Flower         210.00@235.00           Reseda         270.00@290.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress	3.50@ 12.00@ 11.50@ .64@ .65@ 3.25@ 3.25@ 6.50@ 3.30@ 7.50@ 5.25@ 3.30@ 5.25@ 5.25@ 5.15@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50 8.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation	90.00@ 9.75@ 6.80@ 1.30@ 12.50@ 3.40@ 3.65@ 2.15@ 8.00@ 2.60@ 3.75@ 2.00@ 2.95@ 2.00@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@         8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00         Jasmin         160.00@175.00           Jonquil         140.00@160.00         Orange Flower         210.00@235.00           Reseda         270.00@290.00         Rose         85.00@100.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed	3.50@ 12.00@ 11.50@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@ 3.30@ 7.50@ 5.25@ 3.00@ 5.15@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.)	90.00@ 92.00@ 9.75@ 6.80@ 2.00@ 1.30@ 12.50@ 3.65@ 2.15@ 8.00@ 2.60@ 2.95@ 2.00@ 2.95@ 2.00@ 17.50@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@         8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00         Jasmin         160.00@175.00           Jonquil         140.00@160.00         Orange Flower         210.00@235.00           Reseda         270.00@290.00         Rose         85.00@100.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed	3.50@ 12.00@ 11.50@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@ 3.30@ 7.50@ 5.25@ 3.00@ 5.15@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50 8.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation	90.00@ 92.00@ 9.75@ 6.80@ 2.00@ 1.30@ 12.50@ 3.65@ 2.15@ 8.00@ 2.60@ 2.95@ 2.00@ 2.95@ 2.00@ 17.50@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@         8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00           Jonquil         140.00@160.00           Orange Flower         210.00@235.00           Reseda         270.00@290.00           Rose         85.00@100.00           Tuberose         110.00@125.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed Elemi	3.50@ 12.00@ 11.50@ 1.75@ .64@ 3.25@ 1.70@ 22.00@ 3.50@ 3.30@ 7.50@ 5.25@ 3.00@ 5.15@ 4.25@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50 8.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French	90.00@ 22.00@ 9.75@ 6.80@ 2.00@ 1.30@ 12.50@ 3.40@ 3.65@ 2.15@ 2.00@ 2.95@ 2.00@ 17.50@ 6.60@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@         8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00         Jasmin         160.00@175.00           Jonquil         140.00@160.00         Orange Flower         210.00@235.00           Reseda         270.00@290.00         Rose         85.00@100.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed Elemi	3.50@ 12.00@ 11.50@ 1.75@ .64@ 3.25@ 1.70@ 22.00@ 3.50@ 3.30@ 7.50@ 5.25@ 3.00@ 5.15@ 4.25@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50 8.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish	90.00@ 92.00@ 9.75@ 6.80@ 2.00@ 1.30@ 12.50@ 3.65@ 2.15@ 8.00@ 2.60@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 4.00@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@         8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00         120.00@175.00           Jasmin         160.00@175.00         100.00@205.00           Orange Flower         210.00@235.00         Reseda         270.00@290.00           Rose         85.00@100.00         100.00           Tuberose         110.00@125.00         Violet leaves         95.00@2110.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed Elemi Erigeron Estragon	3.50@ 12.00@ 11.50@ 1.75@ .64@ 3.25@ 1.70@ 22.00@ 3.50@ 3.30@ 7.50@ 5.25@ 3.00@ 5.15@ 4.25@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50 8.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue	90.00@ 22.00@ 9.75@ 6.80@ 2.00@ 1.30@ 3.40@ 3.65@ 2.15@ 2.00@ 2.00@ 2.00@ 2.00@ 17.50@ .60@ .40@ 3.25@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@         8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00           Jonquil         140.00@160.00           Orange Flower         210.00@235.00           Reseda         270.00@290.00           Rose         85.00@100.00           Tuberose         110.00@125.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus.	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@ 6.00@ 3.50@ 3.30@ 5.25@ 3.00@ 5.25@ 2.05@ 3.80@ 3.80@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50 8.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage	90.00@ 22.00@ 6.80@ 6.80@ 2.00@ 1.30@ 3.40@ 3.40@ 3.65@ 2.15@ 2.00@ 2.95@ 2.00@ 2.95@ 2.00@ 17.50@ 40@ 3.25@ 3.25@ 3.25@ 3.75@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00 .65	Malefern         2.00@ 2.50           Oak Moss         15.00@ 15.50           Olibanum         3.25@           Orris         17.00@ 28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@ 8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00           Jonquil         140.00@160.00           Orange Flower         210.00@235.00           Reseda         270.00@290.00           Rose         85.00@100.00           Tuberose         110.00@125.00           Violet leaves         95.00@110.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.)	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ 3.30@ 7.50@ 5.25@ 3.30@ 5.15@ 4.25@ 2.05@ 38.00@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50 8.00 6.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary 1	90.00@ 22.00@ 9.75@ 6.80@ 2.00@ 1.30@ 3.40@ 3.65@ 75@ 2.00@ 2.00@ 2.00@ 2.95@ 40@ 3.25@ 3.25@ 40@ 3.25@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00 .65	Malefern         2.00@ 2.50           Oak Moss         15.00@ 15.50           Olibanum         3.25@           Orris         17.00@ 28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@ 8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00           Jonquil         140.00@160.00           Orange Flower         210.00@235.00           Reseda         270.00@290.00           Rose         85.00@100.00           Tuberose         110.00@125.00           Violet leaves         95.00@110.00           CONCRETES           Cassie         70.00@ 85.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.) Fennel, Sweet	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@ 3.50@ 3.30@ 5.25@ 4.25@ 4.25@ 4.25@ 38.00@ 5.72@ 38.00@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50 8.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pime cones Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage Clary 1 Sandalwood, East India.	90.00@ 22.00@ 6.80@ 2.00@ 1.30@ 3.40@ 3.65@ 8.00@ 2.15@ 8.00@ 2.60@ 2.00@ 2.00@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 40@ 3.25@ 40@ 40@ 40@ 40@ 40@ 40@ 40@ 40	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00 .65	Malefern         2.00@ 2.50           Oak Moss         15.00@ 15.50           Olibanum         3.25@           Orris         17.00@ 28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@ 8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00           Jonquil         140.00@160.00           Orange Flower         210.00@235.00           Reseda         270.00@290.00           Rose         85.00@100.00           Tuberose         110.00@125.00           Violet leaves         95.00@110.00           CONCRETES           Cassie         70.00@ 85.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.) Fennel, Sweet Galbanum	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 1.70@ 22.00@ .65@ .3.00@ 3.50@ 3.30@ 5.25@ 3.00@ 5.25@ 3.00@ 5.25@ 1.65@ 2.05@ 38.00@ 1.10@ 26.00@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50 8.00 6.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary 1	90.00@ 22.00@ 6.80@ 6.80@ 2.00@ 1.30@ 3.40@ 3.65@ 2.15@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 3.75@ 6.00@ 3.75@ 3.25@ 3.75@ 3.25@ 3.75@ 9.00@ 9.00@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00 .65	Malefern         2.00@ 2.50           Oak Moss         15.00@ 15.50           Olibanum         3.25@           Orris         17.00@ 28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@ 8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00           Jonquil         140.00@160.00           Orange Flower         210.00@235.00           Reseda         270.00@290.00           Rose         85.00@100.00           Tuberose         110.00@125.00           Violet leaves         95.00@110.00           CONCRETES           Cassie         70.00@ 85.00           Jasmin         70.00@ 85.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.) Fennel, Sweet	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 1.70@ 22.00@ .65@ .3.00@ 3.50@ 3.30@ 5.25@ 3.00@ 5.25@ 3.00@ 5.25@ 1.65@ 2.05@ 38.00@ 1.10@ 26.00@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50 8.00 6.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pime cones Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage Clary 1 Sandalwood, East India.	90.00@ 22.00@ 6.80@ 2.00@ 1.30@ 3.40@ 3.65@ 8.00@ 2.15@ 8.00@ 2.60@ 2.00@ 2.00@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 40@ 3.25@ 40@ 40@ 40@ 40@ 40@ 40@ 40@ 40	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00 .65	Malefern         2.00@ 2.50           Oak Moss         15.00@ 15.50           Olibanum         3.25@           Orris         17.00@ 28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@ 8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00           Jonquil         140.00@160.00           Orange Flower         210.00@235.00           Reseda         270.00@290.00           Rose         85.00@100.00           Tuberose         110.00@125.00           Violet leaves         95.00@110.00           CONCRETES           Cassie         70.00@ 85.00           Jasmin         70.00@ 85.00           Jonquil         80.00@ 90.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Copaic Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.) Fennel, Sweet Galbanum Galangal	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@ 6.00@ 3.30@ 7.50@ 5.25@ 3.00@ 5.15@ 4.25@ 1.65@ 2.05@ 38.00@ .57@ 1.10@ 22.00@ 24.00@ 24.00@	5.00 15.00 2.00 70 75 2.00 28.00 80 6.25 Nom. 3.50 8.00 6.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India. Sassafras, natural artificial	90.00@ 22.00@ 6.80@ 6.80@ 2.00@ 1.30@ 3.40@ 3.65@ 2.15@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 3.75@ 6.00@ 3.75@ 3.25@ 3.75@ 3.25@ 3.75@ 9.00@ 9.00@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00 .65	Malefern         2.00@ 2.50           Oak Moss         15.00@ 15.50           Olibanum         3.25@           Orris         17.00@ 28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@ 8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00           Jonquil         140.00@160.00           Orange Flower         210.00@235.00           Reseda         270.00@290.00           Rose         85.00@100.00           Tuberose         110.00@125.00           Violet leaves         95.00@110.00           CONCRETES           Cassie         70.00@ 85.00           Jasmin         70.00@ 85.00           Jonquil         80.00@ 90.00           Orange Flower         100.00@120.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.) Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ 3.350@ 7.50@ 5.25@ 3.300@ 5.25@ 3.800@ .57@ 1.10@ 26.00@ 24.00@ 24.00@ 24.00@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50 8.00 6.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage Clary 1 Sandalwood, East India. Sassafras, natural artificial Savin, French	90.00@ 22.00@ 9.75@ 6.80@ 2.00@ 1.30@ 3.40@ 3.65@ 8.00@ 2.15@ 8.00@ 2.60@ 2.00@ 2.95@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 3.25@ 40@ 40@ 3.25@ 40@ 3.25@ 40@ 40@ 3.25@ 40@ 40@ 40@ 40@ 40@ 40@ 40@ 40	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00 .65 Nom. 9.25 1.40 .37 2.20	Malefern         2.00@         2.50           Oak Moss         15.00@         15.50           Olibanum         3.25@           Orris         17.00@         28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@         8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00         Jasmin         160.00@175.00           Jonquil         140.00@160.00         Orange Flower         210.00@235.00           Reseda         270.00@290.00         Rose         85.00@100.00           Tuberose         110.00@125.00         Violet leaves         95.00@110.00           CONCRETES           Cassie         70.00@ 85.00         Jasmin         70.00@ 85.00           Jasmin         70.00@ 85.00         Jonquil         80.00@ 90.00           Orange Flower         100.00@120.00         Reseda         70.00@ 85.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.) Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian Bourbon	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@ 6.00@ 3.50@ 3.300@ 5.25@ 3.00@ 5.25@ 3.00@ 5.15@ 4.25@ 38.00@ 5.10@ 5.70@ 1.10@ 26.00@ 5.00@ 5.00@ 5.00@ 4.75@	5.00 15.00 2.00 70 75 2.00 28.00 80 6.25 Nom. 3.50 8.00 6.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India. Sassafras, natural artificial Savin, French Snake Root	90.00@ 22.00@ 6.80@ 2.00@ 12.50@ 3.40@ 3.65@ 2.15@ 2.00@ 2.00@ 2.75@ 2.00@ 2.00@ 3.75@ 2.00@ 3.75@ 3.75@ 3.75@ 3.75@ 3.25@ 3.75@ 3.25@ 3.75@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 1.20@ 1.20@ 1.20@ 1.20@ 1.20@ 1.20@ 1.20@ 1.20@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00 .65 Nom. 9.25 1.40 .37 2.20 13.00	Malefern         2.00@ 2.50           Oak Moss         15.00@ 15.50           Olibanum         3.25@           Orris         17.00@ 28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@ 8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00           Jonquil         140.00@160.00           Orange Flower         210.00@235.00           Reseda         270.00@290.00           Rose         85.00@100.00           Tuberose         110.00@125.00           Violet leaves         95.00@110.00           CONCRETES           Cassie         70.00@ 85.00           Jasmin         70.00@ 85.00           Jonquil         80.00@ 90.00           Orange Flower         100.00@120.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Estragon Estragon Estragon Galanum Galangal Geranium, Rose, Algerian Bourbon Spanish	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@ 6.00@ 3.30@ 7.50@ 5.15@ 4.25@ 2.05@ 38.00@ 5.15@ 2.05@ 2.05@ 2.05@ 38.00@ 5.70@ 2.05@ 2.05@ 2.05@ 38.00@ 5.70@ 2.05@ 2.05@ 38.00@ 1.10@ 2.05@ 2.05@ 38.00@ 1.10@ 2.05@ 38.00@ 1.10@ 2.05@ 38.00@ 1.00@ 2.05@ 38.00@ 1.00@ 2.05@ 38.00@ 1.00@ 2.05@ 38.00@ 1.00@ 2.05@ 38.00@ 1.00@ 2.05@ 38.00@ 1.00@ 2.05@ 38.00@ 1.00@ 2.05@ 38.00@ 3.00	5.00 15.00 2.00 70 75 2.00 28.00 80 6.25 Nom. 3.50 8.00 6.00 6.55 1.15 5.50 5.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India. Sassafras, natural artificial Savin, French Snake Root Spearmint	90.00@ 22.00@ 6.80@ 6.80@ 2.00@ 1.30@ 3.40@ 3.40@ 3.65@ 2.15@ 2.00@ 2.75@ 2.00@ 2.95@ 2.00@ 3.75@ 3.25@ 3.75@ 3.25@ 3.75@ 3.25@ 1.90@ 1.20@ 1.20@ 1.20@ 1.20@ 1.20@ 1.20@ 1.20@	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00 .65 Nom. 9.25 1.40 .37 2.20 13.00 5.25	Malefern         2.00@ 2.50           Oak Moss         15.00@ 15.50           Olibanum         3.25@           Orris         17.00@ 28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@ 8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00           Jonquil         140.00@160.00           Orange Flower         210.00@235.00           Reseda         270.00@290.00           Rose         85.00@100.00           Tuberose         110.00@125.00           Violet leaves         95.00@110.00           CONCRETES           Cassie         70.00@ 85.00           Jasmin         70.00@ 85.00           Jonquil         80.00@ 90.00           Orange Flower         100.00@120.00           Reseda         70.00@ 85.00           Rose         60.00@ 75.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.) Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian Bourbon Spanish Turkish (Palma rosa).	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ 3.300@ 5.25@ 3.300@ 5.15@ 4.25@ 1.10@ 26.00@ 38.00@ .57@ 1.10@ 24.00@ 24.00@ 4.75@ 38.00@ 3.00@	5.00 15.00 2.00 .70 .75 2.00 28.00 .80 6.25 Nom. 3.50 8.00 6.00 6.55 1.15 5.50 5.00 4.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary 1 Sandalwood, East India Sassafras, natural artificial Savin, French Snake Root Spearmint Spruce	90.00@ 22.00@ 6.80@ 2.00@ 1.30@ 1.30@ 3.40@ 3.65@ 3.75@ 2.00@ 2.00@ 2.00@ 2.00@ 3.75@ 2.00@ 2.00@ 3.25@ 3.75	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00 .65 Nom. 9.25 1.40 .37 2.20 13.00	Malefern         2.00@ 2.50           Oak Moss         15.00@ 15.50           Olibanum         3.25@           Orris         17.00@ 28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@ 8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00           Jonquil         140.00@160.00           Orange Flower         210.00@235.00           Reseda         270.00@290.00           Rose         85.00@100.00           Tuberose         110.00@125.00           Violet leaves         95.00@110.00           CONCRETES           Cassie         70.00@ 85.00           Jasmin         70.00@ 85.00           Jonquil         80.00@ 90.00           Orange Flower         100.00@120.00           Reseda         70.00@ 85.00           Rose         60.00@ 75.00           Tuberose         65.00@ 80.00
Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curaco peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Estragon Estragon Estragon Galanum Galangal Geranium, Rose, Algerian Bourbon Spanish	3.50@ 12.00@ 11.50@ 1.75@ .64@ .65@ 3.25@ 1.70@ 22.00@ .65@ 6.00@ 3.30@ 7.50@ 5.15@ 4.25@ 2.05@ 38.00@ 5.15@ 2.05@ 2.05@ 2.05@ 38.00@ 5.70@ 2.05@ 2.05@ 2.05@ 38.00@ 5.70@ 2.05@ 2.05@ 38.00@ 1.10@ 2.05@ 2.05@ 38.00@ 1.10@ 2.05@ 38.00@ 1.10@ 2.05@ 38.00@ 1.00@ 2.05@ 38.00@ 1.00@ 2.05@ 38.00@ 1.00@ 2.05@ 38.00@ 1.00@ 2.05@ 38.00@ 1.00@ 2.05@ 38.00@ 1.00@ 2.05@ 38.00@ 1.00@ 2.05@ 38.00@ 3.00	5.00 15.00 2.00 70 75 2.00 28.00 80 6.25 Nom. 3.50 8.00 6.00 6.55 1.15 5.50 5.00	Orris Root, absolute(oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Punilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India. Sassafras, natural artificial Savin, French Snake Root Spearmint	90.00@ 22.00@ 6.80@ 2.00@ 1.30@ 1.30@ 3.40@ 3.65@ 3.75@ 2.00@ 2.00@ 2.00@ 2.00@ 3.75@ 2.00@ 2.00@ 3.25@ 3.75	28.00 7.15 2.25 3.60 4.00 2.30 Nom. 3.00 .90 4.50 25.00 .65 Nom. 9.25 1.40 .37 2.20 13.00 5.25	Malefern         2.00@ 2.50           Oak Moss         15.00@ 15.50           Olibanum         3.25@           Orris         17.00@ 28.00           Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@ 8.75           LIQUID ABSOLUTES           Cassie         105.00@120.00           Jasmin         160.00@175.00           Jonquil         140.00@160.00           Orange Flower         210.00@235.00           Reseda         270.00@290.00           Rose         85.00@100.00           Tuberose         110.00@125.00           Violet leaves         95.00@110.00           CONCRETES           Cassie         70.00@ 85.00           Jasmin         70.00@ 85.00           Jonquil         80.00@ 90.00           Orange Flower         100.00@120.00           Reseda         70.00@ 85.00           Rose         60.00@ 75.00

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	CATE	F	2000	4.50	D
DERIVATIVES AND CHEM	ICALS	Eugenol		4.50	Beta 5.50@ 8.00 Methyl 5.25@ 8.00
Acetaldehyde 50% 2.000		Geraniol, dom		6.00	Yara Yara (methyl ester) 1.75@ 1.90
Acetophenone 3.500		foreign		5.00	
Acetyl Iso-eugenol 9.006		Geranyl Acetate		4.00	BEANS
Alcohol C 8 20.000		Geranyl Butyrate			Tonka Beans, Para1.00@ 1.25
C 9		Geranyl Formate		11.00	Angostura 2.00@ 2.15
C 11 45.000		Heliotropin, dom		2.40	Vanilla Beans
C 12		foreign	2.35@	2.50	Mexican, whole 3.50@ 5.50
Aldehyde C 8 55.000		Hydratropic Aldehyde			Mexican, cut 3.00@ 3.15
C 9 80.000		Hydroxycitronellal	5.90@		Bourbon, whole 1.75@ 2.25
C 10 50.006		Indol. C. P (oz.)	3.10@	5.50	Bourbon, cut 1.60@ 2.00
C 11 72.000		Iso-borneol	2.30@		South American 2.00@ 2.50
C 12 75.000		Iso-bornyl Acetate Iso-butyl Benzoate	3.25@	2 25	TINCTURES
C 14 (so-called) 15.006		Iso-butyl Salicylate		3.25 6.00	Ambergris 18.00@ 24.00
C 16 (so-called) 15.006		Iso-eugenol, dom	5.00@	0.00	Benzoin 1.75@
Amyl Acetate		foreign		6.00	Civet 2.50@ 4.00
Amyl Butyrate 1.256		Iso-safrol		0.00	Musk, nat 32.00@
Amyl Cinnamate 2.500		Linalool		4.25	Orris, root 2.00@
Amyl Cinnamic Aldehyde 4.006 Amyl Formate 1.706	2	Linalyl Acetate 90%	4.25@	5.15	Balsam Tolu 1.50@
Amyl Formate 1.706 Amyl Phenyl Acet 5.006		Linalyl Benzoate	10.50@		Vanilla 3.00@
Amyl Salicylate, dom 1.156		Linalyl Formate	10.00@	12.00	SOLUBLE RESINS
foreign 1.656		Menthol, Japan		5.00	Ambrette 18.00@
Amyl Valerate 3.006		Synthetic		4.00	Benzoin 2.75@ 4.00
Anethol 2.506		Methyl Acetophenone		3.75	Castoreum 28.00@
Anisic Aldehyde, dom 4.150		Methyl Anthranilate		3.00	Chypre
foreign 4.150	4.50	foreign	2.90@		Civet 80.00@
Benzaldehyde, U.S.P 1.456	0	Methyl Benzoate	1.85@	2.25	Galbanum 6.00@
F. F. C 1.556		Methyl Cinnamate	3.90@	4.35	Labdanum 6.00@ 7.00
Benzophenone 3.006		Methyl Eugenol	7.00@	9.00	Myrrh 6.50@ 7.00
Benzylidenacetone 2.500		Methyl Heptenone	6.50@	8.00	Oak Moss 14.00@ 16.00
Benzyl Acetate, dom 1.006		Methyl Heptine Carb	20.00@	36.00	Olibanum 3.50@ 6.00
foreign 1.000		Methyl Iso-eugenol	10.00@	13.00	Opoponax 6.00@ 12.00
Benzyl Alcohol 1.406 Benzyl Benzoate 1.156		Methyl Octine Carb	24.00@	32.00	Orris Root 18.00@ 35.00
Benzyl Benzoate 1.156 Benzyl Butyrate 5.506		Methyl Paracresol	6.75@	7.50	Patchouli 10.00@ 18.00
Benzyl Cinnamate 7.006		Methyl Phenylacetate	4.65@	6.00	Peru balsam 6.75@
Benzyl Formate 3.356		Methyl Salicylate	.42@	.50	Sandalwood 12.00@ 16.00
Benzyl Iso-eugenol 18.006		Musk Ambrette	7.00@	8.00	Styrax 2.75@
Benzyl Propionate 4.006		Ketone	7.50@	9.50	Tolu balsam 4.50@ 6.00 Vetivert 15.00@ 25.00
Borneol 2.90@		Xylene		3.15	
Bornyl Acetate 2.600	3.35	Nerolin (ethyl ester)		1.75	CERTIFIED FOOD COLORS
Bromstyrol 4.75@	5.00	Nonyl Acetate			Amaranth 3.50@ 4.00
Butyl Acetate	0	Octyl Acetate	32.UU(a)		Orange II 3.50@ 4.00
Butyl Cinnamic Aldehyde 5.00@		Paracresol Acetate	5.25@	6.00	Tartrazine 3.50@ 4.00
Butyl Propionate 2.000	Ď.	Paracresol Acetate Paracresol Methyl Ether.	5.25@ 7.00@	8.00	Ponceau 3R 6.00@ 7.50
Butyl Propionate 2.000 Butyraldehyde 12.000		Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate	5.25@ 7.00@ 14.00@	8.00 20.00	Ponceau 3R 6.00@ 7.50 Ponceau SX 5.00@ 5.25
Butyl Propionate 2.006 Butyraldehyde		Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%	5.25@ 7.00@ 14.00@ 5.00@	8.00 20.00 7.00	Ponceau 3R       6.00@       7.50         Ponceau SX       5.00@       5.25         Indigo       15.00@
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756	4.25	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50% imported	5.25@ 7.00@ 14.00@ 5.00@ 5.00@	8.00 20.00	Ponceau 3R         6.00@ 7.50           Ponceau SX         5.00@ 5.25           Indigo         15.00@           Erythrosine         20.00@
Butyl Propionate 2.006 Butyraldehyde 12.006 Carvene .506 Carvol 3.756 Cinnamic Acid 4.006	4.25	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%	5.25@ 7.00@ 14.00@ 5.00@ 5.00@	8.00 20.00 7.00 7.00	Ponceau 3R         6.00@ 7.50           Ponceau SX         5.00@ 5.25           Indigo         15.00@           Erythrosine         20.00@           Guinea Green B         15.00@
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456	4.25	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate	5.25@ 7.00@ 14.00@ 5.00@ 5.00@ 8.50@ 3.00@ 9.00@	8.00 20.00 7.00 7.00 10.50 4.00 13.00	Ponceau 3R       6.00@       7.50         Ponceau SX       5.00@       5.25         Indigo       15.00@         Erythrosine       20.00@         Guinea Green B       15.00@         Light Green S.F.       25.00@
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756	4.25 4.00 4.25	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Butyrate	5.25@ 7.00@ 14.00@ 5.00@ 5.00@ 8.50@ 3.00@ 9.00@ 16.00@	8.00 20.00 7.00 7.00 10.50 4.00 13.00	Ponceau 3R         6.00@         7.50           Ponceau SX         5.00@         5.25           Indigo         15.00@           Erythrosine         20.00@           Guinea Green B         15.00@           Light Green S.F.         25.00@           Fast Green F.C.F.         30.00@
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006	4.25 4.00 4.25 12.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate	5.25@ 7.00@ 14.00@ 5.00@ 5.00@ 8.50@ 3.00@ 9.00@ 16.00@	8.00 20.00 7.00 7.00 10.50 4.00 13.00	Ponceau 3R         6.00@         7.50           Ponceau SX         5.00@         5.25           Indigo         15.00@           Erythrosine         20.00@           Guinea Green B         15.00@           Light Green S.F.         25.00@           Fast Green F.C.F.         30.00@           Yellow A.B.         3.50@
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006	4.25 4.00 4.25 0 12.00 14.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50% imported 100% Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate	5.25@ 7.00@ 14.00@ 5.00@ 5.00@ 8.50@ 3.00@ 9.00@ 16.00@ 18.00@ 18.00@	8.00 20.00 7.00 7.00 10.50 4.00 13.00	Ponceau 3R         6.00@         7.50           Ponceau SX         5.00@         5.25           Indigo         15.00@           Erythrosine         20.00@           Guinea Green B         15.00@           Light Green S.F.         25.00@           Fast Green F.C.F.         30.00@           Yellow A.B.         3.50@           Yellow O.B.         3.50@
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.2756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756	4.25 4.00 4.25 12.00 14.00 3.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Valerate	5.25@ 7.00@ 14.00@ 5.00@ 5.00@ 8.50@ 3.00@ 9.00@ 16.00@ 18.00@ 18.00@ 20.00@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00	Ponceau 3R         6.00@ 7.50           Ponceau SX         5.00@ 5.25           Indigo         15.00@           Erythrosine         20.00@           Guinea Green B         15.00@           Light Green S.F.         25.00@           Fast Green F.C.F.         30.00@           Yellow A.B.         3.50@
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756	4.25 4.00 4.25 12.00 14.00 3.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Valerate Phenylethyl Valerone	5.25@ 7.00@ 14.00@ 5.00@ 5.00@ 8.50@ 3.00@ 9.00@ 16.00@ 18.00@ 18.00@ 4.75@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00	Ponceau 3R         6.00@         7.50           Ponceau SX         5.00@         5.25           Indigo         15.00@         5.25           Erythrosine         20.00@         6           Guinea Green B         15.00@         15.00@           Light Green S.F.         25.00@         25.00@           Fast Green F.C.F.         30.00@         3.50@           Yellow A.B.         3.50@         3.50@           Sunset Yellow F.C.F.         3.10@         3.25           Naphthol Yellow S.         8.00@
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756	4.25 4.00 4.25 12.00 14.00 3.00 3.25 4.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Alcohol dom. imported	5.25@ 7.00@ 14.00@ 5.00@ 5.00@ 8.50@ 3.00@ 9.00@ 16.00@ 18.00@ 18.00@ 20.00@ 4.75@ 5.00@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00	Ponceau 3R         6.00@         7.50           Ponceau SX         5.00@         5.25           Indigo         15.00@         5.25           Erythrosine         20.00@         6           Guinea Green B         15.00@         15.00@           Light Green S.F.         25.00@         25.00@           Fast Green F.C.F.         30.00@         3.50@           Yellow A.B.         3.50@         3.50@           Sunset Yellow F.C.F.         3.10@         3.25           Naphthol Yellow S.         8.00@           SUNDRIES
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756           foreign         3.756	4.25 4.00 4.25 12.00 14.00 3.00 3.25 4.00 5.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Methyl Acetate Phenylactaldehyde 50% imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Forpionate Phenylethyl Valerate Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Acetate	5.25@ 7.00@ 14.00@ 5.00@ 5.00@ 3.00@ 9.00@ 16.00@ 18.00@ 4.75@ 4.75@ 12.00@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.50 5.75 14.00	Ponceau 3R         6.00@ 7.50           Ponceau SX         5.00@ 5.25           Indigo         15.00@           Erythrosine         20.00@           Guinea Green B         15.00@           Light Green S.F.         25.00@           Fast Green F.C.F.         30.00@           Yellow A.B.         3.50@           Yellow O.B.         3.50@           Sunset Yellow F.C.F.         3.10@           Naphthol Yellow S.         8.00@           SUNDRIES
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756           Citronellyl Acetate         6.006	4.25 4.00 4.25 12.00 14.00 3.00 3.00 3.00 5.00 10.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Acetate Phenylpropyl Alcohol	5.25@ 7.00@ 14.00@ 5.00@ 8.50@ 3.00@ 9.00@ 16.00@ 18.00@ 4.75@ 5.00@ 12.00@ 12.00@ 13.00@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.50 5.75 14.00	Ponceau 3R
Butyl Propionate   2.006     Butyraldehyde   12.006     Carvene   .506     Carvol   3.756     Cinnamic Acid   4.006     Cinnamic Alcohol   3.456     Cinnamic Aldehyde   2.756     Cinnamyl Acetate   10.006     Cinnamyl Butyrate   12.006     Cinnamyl Formate   13.006     Citral C. P   2.756     Citronellal   2.856     Citronellol, dom.   3.756     Citronellyl Acetate   6.006     Citronellyl Acetate   6.006     Coumarin   4.006     Coumarin   4.006     Carvolin   4.00	4.25 4.00 4.25 12.00 14.00 3.00 3.25 4.00 5.00 6.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Acetate Phenylpropyl Alcohol Phenylpropyl Aldehyde Phenylpropyl Aldehyde	5.25@ 7.00@ 14.00@ 5.00@ 5.00@ 8.50@ 8.50@ 8.50@ 16.00@ 18.00@ 18.00@ 12.00@ 12.00@ 13.00@ 12.00@ 12.00@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.50 5.75 14.00 15.00	Ponceau 3R 6.00@ 7.50 Ponceau SX 5.00@ 5.25 Indigo 15.00@ Erythrosine 20.00@ Guinea Green B 15.00@ Light Green S.F. 25.00@ Fast Green F.C.F. 30.00@ Yellow A.B. 3.50@ Yellow O.B. 3.50@ Sunset Yellow F.C.F. 3.10@ 3.25 Naphthol Yellow S. 8.00@ SUNDRIES Alcohol, Cologne spirits, per gal. 2.62½@2.73½ Ambergris, black Nominal
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P         2.756           Citronellal         2.856           Citronellol, dom.         3.756           Citronellyl Acetate         6.006           Coumarin         4.006           Cuminic Aldehyde         62.006	4.25 4.00 4.25 12.00 14.00 3.00 3.25 4.00 5.00 10.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Methyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Acetate Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Rhodinol, dom.	5.25@ 7.00@ 14.00@ 15.00@ 8.50@ 8.50@ 8.50@ 16.00@ 18.00@ 18.00@ 12.00@ 12.00@ 13.00@ 12.00@ 7.50@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.50 5.75 14.00 15.00 22.50	Ponceau 3R
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.2756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756           Citronellyl Acetate         6.006           Coumarin.         4.006           Cuminic Aldehyde         62.006           Dibutylphthalate         306	4.25 4.25 4.25 1.20 1.20 1.400 3.00 3.25 4.00 5.00 10.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50% imported 100% Phenylacetic Acid Phenylacthyl Acetate Phenylethyl Acetate Phenylethyl Formate Phenylethyl Formate Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Acetate Phenylpropyl Alcohol Phenylpropyl Alcohol Rhodinol, dom. foreign	5.25@ 7.00@ 14.00@ 5.00@ 5.00@ 8.50@ 9.00@ 16.00@ 18.00@ 18.00@ 12.00@ 12.00@ 12.00@ 12.00@ 9.50@ 9.50@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.50 5.75 14.00 15.00 22.50 22.50	Ponceau 3R
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756           foreign         3.756           Citronellyl Acetate         6.006           Coumarin.         4.006           Cuminic Aldehyde         62.006           Dibutylphthalate         .306           Diethylphthalate         .306           Diethylphthalate         .326	4.25 4.00 4.25 12.00 12.00 14.00 3.00 3.25 5.00 10.00 3.60 3.7	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate Phenylethyl Formate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Valerate Phenylpropyl Acetate Phenylpropyl Acetate Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Aldehyde Rhodinol, dom. foreign Safrol	5.25@ 7.00@ 14.00@ 5.00@ 5.00@ 8.50@ 8.50@ 9.00@ 16.00@ 18.00@ 18.00@ 4.75@ 5.00@ 12.00@ 12.00@ 12.00@ 3.34@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.50 5.75 14.00 15.00 22.50	Ponceau 3R
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P         2.756           Citronellal         2.856           Citronellol, dom.         3.756           Citronellyl Acetate         6.006           Coumarin         4.006           Cuminic Aldehyde         62.006           Dibutylphthalate         3.26           Diethylphthalate         3.26           Dimethyl Anthranilate         6.256	4.25 4.00 4.25 12.00 14.00 3.00 3.25 4.00 5.00 10.00 3.6 3.6 3.7 7.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Valerate Phenylpthyl Alcohol dom. imported Phenylpropyl Acetate Phenylpropyl Aldehyde Rhodinol, dom. foreign Safrol Santalyl Acetate	5.25@ 7.00@ 14.00@ 5.00@ 5.00@ 8.50@ 9.00@ 16.00@ 18.00@ 12.00@ 12.00@ 12.00@ 12.00@ 7.50@ 9.50@ 34@ 22.50@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.75 14.00 15.00 22.50 22.50 .38	Ponceau 3R
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756           Citronellyl Acetate         6.006           Coumarin.         4.006           Coumarin.         4.006           Cuminic Aldehyde         62.006           Dibutylphthalate         3.366           Direthylphthalate         3.266           Dimethyl Anthranilate         6.256           Dimethyl Hydroquinone         4.006	4.25 4.00 4.25 4.00 4.25 12.00 14.00 3.00 3.25 5.00 10.00 3.6 3.7 7.00 6.00 6.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Safrol Safrol Santalyl Acetate Skatol, C. P. (oz.)	5.25@ 7.00@ 14.00@ 5.00@ 5.00@ 8.50@ 9.00@ 16.00@ 18.00@ 18.00@ 12.00@ 12.00@ 12.00@ 7.50@ 9.50@ 9.50@ 9.50@ 9.50@ 9.50@ 9.50@ 9.50@ 9.50@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.75 14.00 15.00 22.50 22.50 .38	Ponceau 3R
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756           foreign         3.756           Citronellyl Acetate         6.006           Coumarin         4.006           Cuminic Aldehyde         62.006           Dibutylphthalate         .326           Diethylphthalate         .326           Dimethyl Anthranilate         6.256           Dimethyl Hydroquinone         4.006           Dimethylphthalate         .656	4.25 4.00 4.25 0.00 1.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Valerate Phenylpthyl Alcohol dom. imported Phenylpropyl Acetate Phenylpropyl Aldehyde Rhodinol, dom. foreign Safrol Santalyl Acetate	5.25@ 7.00@ 14.00@ 5.00@ 5.00@ 8.50@ 9.00@ 16.00@ 18.00@ 18.00@ 12.00@ 12.00@ 12.00@ 7.50@ 9.50@ 9.50@ 9.50@ 9.50@ 9.50@ 9.50@ 9.50@ 9.50@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.75 14.00 15.00 22.50 22.50 .38	Ponceau 3R
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756           Gitronellyl Acetate         6.006           Coumarin.         4.006           Cuminic Aldehyde         62.006           Dibtylphthalate         3.26           Dimethyl Anthranilate         6.256           Dimethyl Hydroquinone         4.006           Dimethyl Hydroquinone         4.006           Dimethylphthalate         3.26           Dimethyl Hydroquinone         4.006           Dimethylphthalate         3.26           Dimethylphthalate         3.26           Dimethylphthalate         3.26           Dimethylphthalate         3.26           Dimethylphthalate         3.26      <	4.25 4.00 4.25 12.00 14.00 14.00 3.00 3.00 3.00 5.00 10.00 10.00 3.00 5.00 10.00 2.45 2.45 2.45 3.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Acetate Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Aldehyde Rhodinol, dom. foreign Safrol Santalyl Acetate Skatol, C. P. (oz.) Styralyl Acetate	5.25@ 7.00@ 14.00@ 5.00@ 8.50@ 3.00@ 16.00@ 18.00@ 18.00@ 18.00@ 17.50@ 12.00@ 13.00@ 12.00@ 34@ 22.50@ 9.50@ 20.00@ 20.00@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.75 14.00 15.00 22.50 22.50 .38	Ponceau 3R
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756           Citronellyl Acetate         6.006           Coumarin.         4.006           Coumarin.         4.006           Dibutylphthalate         3.26           Diethylphthalate         3.26           Dimethyl Anthranilate         6.256           Dimethyl Hydroquinone         4.006           Dimethylphthalate         .556           Diphenylmethane         1.756           Diphenyloxide         1.206	4.25 4.00 4.25 12.00 14.00 14.00 3.00 3.00 3.00 5.00 10.00 3.6 3.7 7.00 6.00 2.45	Paracresol Acetate Paracresol Methyl Ether. Paracresol Methyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate. Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Acetate Phenylpropyl Alcohol Phenylpropyl Aldehyde Rhodinol, dom. foreign Safrol Santalyl Acetate Skatol, C. P. (oz.) Styralyl Alcohol Terpineol, C. P. dom.	5.25@ 7.00@ 14.00@ 5.00@ 8.50@ 3.00@ 9.00@ 18.00@ 18.00@ 12.00@ 12.00@ 12.00@ 12.00@ 9.50@ 34@ 22.50@ 9.00@ 20.00@ 20.00@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.75 14.00 15.00 22.50 22.50 .38	Ponceau 3R
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756           Citronellyl Acetate         6.006           Coumarin         4.006           Cuminic Aldehyde         62.006           Dibtylphthalate         3.26           Dimethyl Phthalate         3.26           Dimethyl Hydroquinone         4.006           Dimethyl Hydroquinone         4.006           Diphenylmethane         1.756           Diphenylmethane         1.756           Diphenylmethane         1.756           Ethyl Acetate         5.06           Ethyl Anthranilate         5.506	4.25 4.00 4.25 4.00 4.25 12.00 14.00 3.00 3.25 4.00 5.00 10.00 4.25 5.00 2.45 2.45 2.45 2.45 3.60 3.77 7.00 6.00 2.45 3.77 3.7	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylactic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Formate. Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Aldehyde Rhodinol, dom. foreign Safrol Santalyl Acetate Skatol, C. P	5.25@ 7.00@ 14.00@ 5.00@ 8.50@ 9.00@ 16.00@ 18.00@ 18.00@ 12.00@ 12.00@ 7.50@ 9.50@ 7.50@ 9.50@ 20.00@ 20.00@ 20.00@ 38@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.50 5.75 14.00 15.00 22.50 22.50 38 10.00	Ponceau 3R
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756           Citronellyl Acetate         6.006           Coumarin         4.006           Cuminic Aldehyde         62.006           Dibtylphthalate         3.26           Dimethyl Phthalate         3.26           Dimethyl Hydroquinone         4.006           Dimethyl Hydroquinone         4.006           Diphenylmethane         1.756           Diphenylmethane         1.756           Diphenylmethane         1.756           Ethyl Acetate         5.06           Ethyl Anthranilate         5.506	4.25 4.00 4.25 12.00 14.00 14.00 3.00 3.00 3.00 3.00 3.00 3.00 3.00 3.00 3.00 3.00 3.00 3.00 3.00 3.00 3.00 5.00 6.0	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Acetate Phenylpropyl Alcohol Phenylpropyl Aldehyde Rhodinol, dom. foreign Safrol Santalyl Acetate Styralyl Acetate Styralyl Alcohol Terpineol, C. P. dom. imported	5.25@ 7.00@ 14.00@ 5.00@ 8.50@ 9.00@ 16.00@ 18.00@ 18.00@ 12.00@ 12.00@ 12.00@ 7.50@ 9.50@ 34@ 22.50@ 9.00@ 20.00@ 38@ 38@ 1.00@ 3.38@ 3.38@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.57 14.00 15.00 22.50 22.50 38 10.00	Ponceau 3R
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756           Citronellyl Acetate         6.006           Coumarin.         4.006           Coumarin.         3.06           Diethylphthalate         3.36           Dimethylphthalate         3.36           Dimethyl Anthranilate         6.256           Diphenylmethane         1.756           Diphenylmethane         1.756           Diphenylmethane         5.06           Ethyl Acetate         5.06           Ethyl Anthranilate         5.506           Ethyl Betzoate         1.806           Ethyl Butyrate         2.006	4.25 4.00 4.25 4.00 4.25 12.00 14.00 3.00 3.25 4.00 5.00 10.00 3.6 3.7 7.00 6.00 6.00 2.45 6.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Methyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Safrol Safrol Santalyl Acetate Skatol, C. P. (oz.) Styralyl Acctate Styralyl Alcohol Terpineol, C. P. dom. imported Terpenyl Acetate Thymene Thymene	5.25@ 7.00@ 14.00@ 5.00@ 8.50@ 9.00@ 16.00@ 18.00@ 18.00@ 12.00@ 4.75@ 9.50@ 7.50@ 9.50@ 20.00@ 20.00@ 38@ 38@ 1.00@ 1.00@ 2.40@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.75 14.00 15.00 22.50 22.50 38 10.00 .55 1.15	Ponceau 3R
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Rutyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756           foreign         3.756           Citronellyl Acetate         6.006           Coumarin.         4.006           Cuminic Aldehyde         62.006           Dibutylphthalate         336           Diethylphthalate         3.26           Dimethyl Anthranilate         6.256           Diphenylmethane         1.756           Diphenylmethane         1.756           Diphenyloxide         1.206           Ethyl Acetate         5.006           Ethyl Benzoate         1.806           Ethyl Ginnamate         3.506	4.25 4.00 4.25 12.00 14.00 3.25 4.00 5.00 10.00 5.00 10.00 6.00 5.00 6.00 6.00 6.00 6.00 6.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylactic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Formate. Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Aldehyde Rhodinol, dom. foreign Safrol Santalyl Acetate Skatol, C. P	5.25@ 7.00@ 14.00@ 5.00@ 8.50@ 8.50@ 8.50@ 16.00@ 18.00@ 18.00@ 11.00@ 12.00@ 13.00@ 12.00@ 13.00@ 9.50@ 9.50@ 22.50@ 9.50@ 22.50@ 9.50@ 34@ 22.50@ 1.00@ 38@ 3.38@ 1.00@ 3.38@ 6.80@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.55 14.00 15.00 22.50 22.50 38 10.00 40 .55 1.15	Ponceau 3R
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Alcohol         3.456           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756           Citronellyl Acetate         6.006           Coumarin         4.006           Cuminic Aldehyde         62.006           Diethylphthalate         3.26           Dimethyl Phydroquinone         4.006           Dimethyl Hydroquinone         4.006           Dimethylphthalate         .656           Diphenylmethane         1.756           Diphenylmethane         1.756           Diphenylmethane         1.756           Diphenylmethane         1.556           Ethyl Anthranilate         5.506           Ethyl Benzoate         1.806           Ethyl Cinnamate         3.506 <t< td=""><td>4.25 4.00 4.25 1.20</td><td>Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylactic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Formate. Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Valerate Phenylethyl Acetate Phenylpropyl Acetate Phenylpropyl Acetate Phenylpropyl Alcohol Phenylpropyl Aldohol Phenylpropyl Aldohol Santalyl Acetate Skatol, C. P. (oz.) Styralyl Acetate Styralyl Alcohol Terpineol, C. P. dom. imported Terpenyl Acetate Thymol Vanillin Vanillin (clove oil)</td><td>5.25@ 7.00@ 14.00@ 5.00@ 8.50@ 9.00@ 18.00@ 18.00@ 18.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 20.00@ 38@ 38@ 1.00@ 20.00@ 35@ 24.475@</td><td>8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.55 14.00 15.00 22.50 22.50 38 10.00 40 .55 1.15</td><td>  Ponceau 3R</td></t<>	4.25 4.00 4.25 1.20	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylactic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Formate. Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Valerate Phenylethyl Acetate Phenylpropyl Acetate Phenylpropyl Acetate Phenylpropyl Alcohol Phenylpropyl Aldohol Phenylpropyl Aldohol Santalyl Acetate Skatol, C. P. (oz.) Styralyl Acetate Styralyl Alcohol Terpineol, C. P. dom. imported Terpenyl Acetate Thymol Vanillin Vanillin (clove oil)	5.25@ 7.00@ 14.00@ 5.00@ 8.50@ 9.00@ 18.00@ 18.00@ 18.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 20.00@ 38@ 38@ 1.00@ 20.00@ 35@ 24.475@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.55 14.00 15.00 22.50 22.50 38 10.00 40 .55 1.15	Ponceau 3R
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Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellol, dom.         3.756           foreign         3.756           Citronellyl Acetate         6.006           Coumarin.         4.006           Coumarin.         4.006           Dibutylphthalate         326           Dimethyl Anthranilate         6.256           Dimethyl Hydroquinne         4.006           Dimethyl Hydroquinne         4.006           Diphenylmethane         1.756           Diphenylmethane         1.256           Ethyl Acetate         5.506           Ethyl Anthranilate         5.506           Ethyl Butyrate         2.006           Ethyl Formate         1.006           Ethyl Formate         1.006           Ethyl Salicylate <td>4.25 4.00 4.25 4.00 4.25 1.200 14.00 3.00 3.25 4.00 1.000 3.00 3.25 4.00 1.000 3.25 4.00 4.00 4.25 4.00 4.25 4.00 4.</td> <td>Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Terpingl Acetate Styralyl Acetate Styralyl Acetate Styralyl Acetate Styralyl Acetate Trymool Terpineol, C. P. dom. imported Terpenyl Acetate Thymone Thymol Vanillin Vanillin (clove oil) (guaiacol) Vetiverol</td> <td>5.25@ 7.00@ 14.00@ 5.00@ 8.50@ 8.50@ 8.50@ 16.00@ 18.00@ 18.00@ 11.00@ 12.00@ 13.00@ 12.00@ 13.00@ 12.00@ 13.00@ 12.00@ 13.00@ 12.00@ 13.00@ 12.00@ 13.00@ 12.00@ 1</td> <td>8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.75 14.00 15.00 22.50 22.50 38 10.00 40 .55 1.15 3.00 7.15 7.15 6.90</td> <td>Ponceau 3R</td>	4.25 4.00 4.25 4.00 4.25 1.200 14.00 3.00 3.25 4.00 1.000 3.00 3.25 4.00 1.000 3.25 4.00 4.00 4.25 4.00 4.25 4.00 4.	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Terpingl Acetate Styralyl Acetate Styralyl Acetate Styralyl Acetate Styralyl Acetate Trymool Terpineol, C. P. dom. imported Terpenyl Acetate Thymone Thymol Vanillin Vanillin (clove oil) (guaiacol) Vetiverol	5.25@ 7.00@ 14.00@ 5.00@ 8.50@ 8.50@ 8.50@ 16.00@ 18.00@ 18.00@ 11.00@ 12.00@ 13.00@ 12.00@ 13.00@ 12.00@ 13.00@ 12.00@ 13.00@ 12.00@ 13.00@ 12.00@ 13.00@ 12.00@ 1	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.75 14.00 15.00 22.50 22.50 38 10.00 40 .55 1.15 3.00 7.15 7.15 6.90	Ponceau 3R
Butyl Propionate         2.006           Butyraldehyde         12.006           Carvene         .506           Carvol         3.756           Cinnamic Acid         4.006           Cinnamic Aldehyde         2.756           Cinnamyl Acetate         10.006           Cinnamyl Butyrate         12.006           Cinnamyl Formate         13.006           Citral C. P.         2.756           Citronellal         2.856           Citronellyl Acetate         6.006           Coumarin         4.006           Coumarin         4.006           Coumarin         3.06           Diethylphthalate         3.26           Dimethyl Anthranilate         6.256           Dimethyl Hydroquinone         4.006           Dimethylphthalate         .556           Diphenyloxide         1.206           Ethyl Acetate         .506           Ethyl Anthranilate         5.506           Ethyl Benzoate         1.806           Ethyl Bityrate         2.006           Ethyl Formate         1.006           Ethyl Formate         1.006           Ethyl Formate         1.006           Ethyl Formate	4.25 4.00 4.25 12.00 14.00 3.00 3.00 3.00 3.00 5.00 10.00 10.00 2.45 6.00 2.45 6.00 10.00	Paracresol Acetate Paracresol Methyl Ether. Paracresol Phenyl Acetate Phenylactaldehyde 50%. imported 100% Phenylacetic Acid Phenylacetic Acid Phenylethyl Acetate Phenylethyl Butyrate Phenylethyl Formate Phenylethyl Propionate. Phenylethyl Valerate Phenylethyl Alcohol dom. imported Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Phenylpropyl Alcohol Terpingl Acetate Styralyl Acetate Styralyl Acetate Styralyl Acetate Styralyl Acetate Trymool Terpineol, C. P. dom. imported Terpenyl Acetate Thymone Thymol Vanillin Vanillin (clove oil) (guaiacol) Vetiverol	5.25@ 7.00@ 14.00@ 5.00@ 8.50@ 3.00@ 9.00@ 18.00@ 18.00@ 18.00@ 12.00@ 12.00@ 13.00@ 12.00@ 22.50@ 9.00@ 22.50@ 9.00@ 20.00@ 38@ 38@ 6.25@ 6.00@ 2.40@ 6.25@ 6.00@ 21.00@ 21.00@	8.00 20.00 7.00 7.00 10.50 4.00 13.00 20.00 5.50 5.75 14.00 15.00 22.50 22.50 38 10.00 40 .55 1.15 3.00 7.15 7.15 6.90 25.00	Ponceau 3R

Talc, domestic, ton 18.00 French 40.00	@ 45.00	Gum galbanum	1.35@	1.50	Patchouli leaves Peach Kernel meal	.25@ .35@	.90
Italian		Gum myrrh	.16@	.60	Quince seed	.75@ 1.50@	.90
	.00	Labdanum		5.50	Rhubarb root, powd	.35@	.65
CRUDE DRUGS		Lavender flowers, select		.60	Rice starch	.12@	.15
Almond Meal	@ .40	ordinary	.30@	.35	Rose leaves red	1.75@	
Balsam Copaiba, S. A	@ .40	Olibanum, tears	.19@	.35	pale	.50@	
Para	@ .34	siftings	.121/2@	.14	Sandalwood chips	.45@	.50
Balsam Peru 2.00	@ 2.10	Orange flowers	.40@	1.00	Styrax	.40@	3.35
Balsam Tolu 1.40	@ 1.45	Orris root, Florentine	.28@	.35	Venice, turpentine, true,		
Cardamon seed, decort 1.75	@ 1.80	powdered	.35@	.80	gal	.30@	
Guarana 3.25	@ 3.65	Verona	.27@	.34	Vetivert root	.30@	
Gum benzoin, Siam 1.50	@ 1.75	powdered	.31@	.70	Violet flowers	.95@	1.15

## **Essential Oils**

(Continued from Page 775)

pected. Business in wormseed is gaining a little in preparation for the spring trade in animal remedies. Some fair business has been done with Middle Western consumers. Wormwood is now in adequate supply and the price has dropped to somewhere near normal levels. Business in the item has slackened with consumers quite well supplied with goods.

Seed and spice oils have changed little during the period under review. There has been some strength in anise which is now comparatively high. Cassia has also been quite firm. Clove is easier although no actual decline has taken place. Coriander is steady without material change. Some tendency to shade in caraway is noted.

Other items have not changed much since our last review. Sandalwood is still quite scarce and well maintained at a comparatively high level of prices. There is not much doing in sweet almond which remains easy. Camphor oil is in better supply and while the recent scarcity has not been overcome entirely, the market is in better shape from the standpoint of supplies than it has been in several months. Bois de rose is slightly easier. There has not been much business in it. Croton is extremely scarce and strong with prices largely nominal. Rosemary and thyme are quiet and a shade easier.

### Vanilla Beans

The general position of the market is hardly one which will bring great satisfaction to the importer. The market for Bourbons is especially unsettled. Mexicans are firm and likely to remain that way if indeed they are not higher in price later on.

The situation in Mexicans is that there is little stock carried over while the new crop seems likely to be somewhat smaller than normal. It is best estimated at around 130,000 pounds of whole beans and about 35,000 pounds of cuts. This varies widely from the consular estimate recently coming through from Vera Cruz but is undoubtedly much closer to the real figure than was the consul's report. Demand for Mexicans has been good and there will not be too many for the normal demand for this type of bean. Most importers feel that Mexicans at today's level are good property and that they may advance slightly during the next few months.

Almost the exact reverse is true of Bourbons. Several months ago, we indicated in this column that there could hardly be a recovery in Bourbons this year. This contention was contradicted by some importers who at that time insisted that the new crop would not run above 400 tons altogether. The last crop of around 1,200 tons could not

of course be repeated. It was exceptional. But best estimates now place the new crop in the vicinity of 750 tons which is not far from the figures quoted in this column some months since.

With a new crop of Bourbons of 750 tons and the large carry-over of beans from last year both in France and in this country, together with the fact that the consumers are not much interested in beans excepting at bargain prices, there seems to be little chance of more than a fractional recovery in Bourbons during the present season. Naturally the extreme low prices prevailing today will eventually bring production down for there is nothing in today's market for the growers and little enough for the importers. A very short crop next year may raise prices of beans. But there seems little chance of a real advance during the current season.

Buying has been a little more liberal and deliveries a little better recently. The market, were it not for extreme low prices, would not be unsatisfactory. However, the stocks are there and until they are worked off, it is not logical to anticipate an advance. There may be no further decline. In view of the levels prevailing today, it seems hardly likely that Bourbon beans can be much cheaper.

On the other types, Tahitis are plentiful. Java reports an unusually large crop. Guadeloupes will be hard to find, the crop being virtually a failure.

### Crude Drugs and Sundries

The demand has not been brisk and importers report little change in the market and light business with the perfumers. Prices on the whole show little change. There is a tendency to shade on large business which is always more or less in evidence in a dull market. Balsam copaiba is slightly easier. Orris root is in better supply. Most of the gums are also in reasonably good supply and rather easy. Change in other items is lacking.

## Japanese Synthetic Aromatic Industry

The manufacture of artificial aromatic chemicals is an industry well suited to Japan, writes Tadaka Kainosho, president of Takasago Perfumery Co. (Ltd.), in a book entitled "Industrial Japan," issued upon the occasion of the World Engineering Congress held in Tokyo in the autumn of 1929. At present, such single artificial perfumes as safrol, heliotropine, linalool, linalyl-acetate, eugenol, vanillin, ionone, geraniol, citronellol, and hydroxy-citronellal, constitute the principal products of the Takasago Perfumery Co. (Ltd.), the Nippon Koryo, Yakuhin Co., and several others. They produce not only enough to supply the home demand, but export to Europe, North America, and also to China, South Ocean Islands, and other regions.

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## **Hand Cleansers\***

By H. Schwarz

Pumice soap is well enough known, but in many cases however, is not satisfactory in its action. On soiling the hands with oil, dyes, varnish, fats, tar, lubricating grease or other materials, one would first try a fat solvent such as gasoline, carbon tetrachloride, turpentine, alcohol or acetone. Especially good to use frequently is a mixture of the above The hydrogenated phenols and cresols, hexalin and methyl hexalin in combination with soap can be mixed with the solvents increasing the solvent action of all com-

A cold made mechanic's soap has the following composition:

48 kg. Coconut oil.
5 kg. Methyl hexalin.
19 kg. Powdered pumice, sand, chalk or talc.
25 kg. Soda Iye 37° Bé.
3 kg. Water.

The French Patent No. 611895 of June 16, 1925, to A. J. Chainat uses a non-inflammable solvent for the fat, tar, etc., in combination with a softening agent but mostly an indifferent agent for cleaning. For example 37.5 parts carbon tetrachloride, 37.5 parts of glycerine, and 25 parts of starch are mixed together.

For the removal of stains that are due to dyes, acids are used, usually hydrochloric acid, with a thorough washing afterwards. One can then determine the proper strength organic acid to use. Such a prepared article should be of commercial value. It should be suitable for the removal of other stains.

Tobacco stains are removed from the fingers by washing with benzine to remove grease, followed by treatment with a mixture of benzine and 3 per cent hydrogen peroxide. This can be followed by a small amount of ammonia as catalyzer to form nascent oxygen. Also the stains can be removed with a solution of phosphoric acid. For very old and stubborn stains potassium permanganate followed by acidified sodium sulfite must be used. For silver nitrate stains a solution of 10 gms. of ammonium chloride and corrosive sublimate in 80 gms. of distilled water can be used. For a little unpleasant but less poisonous procedure, there is recommended a mixture of 300 gms. glaubersalts, 140 gms. bleaching powder and 280 gms. of water.

Fingers that are colored by pyrogallol as they often are among photographic workers can be cleaned by a ten per cent solution of oxalic or citric acid. The removal of stains from other developers is best accomplished by Javelle water or potassium permanganate solution followed by acidified sodium sulfite solution. The following solution can be used:

100 cc. Water. 1 gm. Oxalic acid. 6 cc. Hydrochloric acid. 3 cc. Phosphoric acid.

\*Seifenzieder Ztg., Vol. 56, No. 4 (1929).

## Soap Company Order Modified

The Federal Trade Commission on Feb. 4 announced that it had modified the cease and desist order issued on April 25, 1929, against the Hoosier Manufacturing Co., The Union Soap Co., the Crescent Soap Co. and others. The modified order, as in the case of the original, prohibits the use of the words "toilet" and "bath" on soaps not adapted for these purposes. The original order, it was contended in behalf of the respondents, was so worded that it might have prevented them from manufacturing any soap. Exclusive of a smal percentage of coloring matter and perfumery the soap sold and distributed by the respondents, the commission held in its original order, was composed of the following ingredients in the proportions named: Water, 61.30 per cent; anhydrous soap, 14 per cent; free alkali as sodium hydroxide, 0.65 per cent; free alkali as sodium carbonate, 0.95 per cent; salt from total chloride, 3.01 per cent; sodium silicate, 19.75 per cent. The modified order restrains the respondents-

"1. From using the word 'toilet' or the word 'bath' with which to advertise, describe, brand, label or otherwise designate or refer to any soap that is composed of the particular ingredients specifically set forth in Paragraph 2 of the said findings as to the facts herein, used in the same proportions as set forth in said Paragraph 2, or of substantially the same ingredients used in substantially the same propor-

"2. From using the word 'lemon' with which to advertise, describe, brand, label or otherwise designate or denote a constituent of any soap unless such soap shall contain in substantial proportions an ingredient derived from the fruit of the lemon tree."

#### The Effect of Clay on Rancid Fats\*

In J. Am. Pharm. Assoc. vol. 18, 1929, Geo. W. Fiero gives the following: Rancid coconut oil and rancid lard were treated (1) by simple agitation with clay, (2) by boiling aqueous colloidal suspension of clay and (3) by clay with superheated steam under reduced pressure. The rancidity of coconut oil was entirely removed by each method but the first was most satisfactory since no water was used. None of the methods entirely removed the rancidity from lard although it was diminished.

\*Chem. Abs., vol. 23, No. 16, p. 4090, 1929.

## Sweet Tooth

Tramp-"Have you a piece of cake, lady, to give a poor man who hasn't had a bite to eat for two days?"

Lady-"Cake? Isn't bread good enough for you?"

Tramp-"Ordinarily, yes, maam, but this is my birthday."

-Pitt Panther.

# Neutral White vs. Castile Powdered Soap

A Comparison of These Two Soaps Based Upon Their Use in the Toilet Article Field by Dr. E. G. Thomssen

N the field of toilet articles powdered soap is of importance. The term "powdered soap" is used to distinguish it from "soap powder" which is used for It possesses medicinal and other properties which often

cleaning and laundry purposes. The biggest single use for powdered soap in this field is in the preparation of dentifrices. It is also employed for certain types of creams and emulsions, in shampoo powders, in shaving powders, in some types of shaving creams and in toilet soap dispensers. Certain preparations in kindred lines like liniments, ointments, suppositories enemas, polishes of various kinds and insecticides also employ powdered soap to a greater or less extent.

Powdered soap may include almost any kind of soap in pulverized form. The two largest

Composition .....

types, however, are Neutral White and Castile powdered soap. In properties there is considerable difference in these two types of soap. To more clearly set forth physical and chemical characteristics of these two soaps which are of interest to makers of toilet articles we tabulate them viz:



Castile Neutral White White to greenish.... Faint characteristic... Bland ..... White to cream, Odor
Taste
Solubility in water
and alcohol.
Lathering power or
Congealing power or
power to form a gel.
Stability or resistance
to rancidity.
Titer of fatty acids.
Iodine No. of fatty
acids.
Composition Soapy. Some ...... Decidedly more. Less susceptible, 37 '-41' C. 34 to 40.
Sodium oleate, stearate, palmitate, laurate. Also present to a less degree, sodium caproate, caprylate, caprate, 84 to 90...... Sodium oleate, lino-late and palmitate. Also present to a less degree sodium

arachidate

In comparing these two soaps certain advantages and disadvantages are common to both. Castile soap is better in taste and solubility. It consists largely of the liquid of fatty acid sodium salts. A further advantage lies in the fact that the U.S. Pharmacopoeia has defined a set of specifications which assure uniformity in quality. Neutral White soap on the other hand consists largely of solid fatty acid sodium salts. The fatty acids present in the original neutral fats and oils used are not as highly saturated as those present in olive oil from which Castile soap is made. This gives Neutral White soap the advantage of being less susceptible to rancidity and greater power of congealing or "gelling" water and alcohol when dissolved or dispersed therein.

stearate

stearate, aracland myristate.

No set of specifications as to its properties are presented in an authorized work for Neutral White soap. This fact allows the supplier greater latitude in variation of quality than in the case with Castile. The integrity and ability of the producer of Neutral White soap must, therefore, be depended upon when this soap is purchased. Its expanding uses in medicinal fields, however, would indicate that this soap also should find its place in The Pharmacopoeia.

> recommend its use to replace Castile soap. Not only is this the case, but Neutral White soap is usually cheaper than Castile and can be used to replace it by lesser quantities in some preparations. The manufacturers of Castile soap, as matters now stand, have an advantage over the producers of Neutral White soap. Not only does this pertain to their having a set of specifications in an authorized work, but it also refers to the decision of the Federal Trade Commission in recently limiting the term "Castile" to soaps produced from olive oil. From the medicinal

standpoint the supposed therapeutic properties of Castile or olive oil soaps are resting upon more belief than actual scientific evidence. There is much experimental work to be done before the claim that Castile soap possesses therapeutic values not possessed by other soap can be proven. Recent work on castor oil and coconut oil soaps would indicate that soaps made from these two oils have medicinal properties such as antiseptic values and detoxifying properties not possessed by olive oil soaps.

In selecting a soap for use in toilet preparations Castile soap is of advantage where solubility is desired, Neutral White soap is of advantage where a creamy or pasty product is desired. In liquid creams like almond creams or in solutions like liquid dentrifices, liquid and foaming hair tonics, Castile soap is best adapted, In tooth pastes and creams, Neutral White soap has the advantage. For this reason it finds large use in the manufacture of dental creams.

These two powdered soaps are being used in increasingly larger amounts in the toilet article field. Each has its adherents as to the qualities of one over the other. The author of this paper supervises the employment of both types upon a large scale. The above facts represent the experience in his field. They are based upon actual experience. Others will differ with these conclusions. The strife between these two types of soaps will, therefore, by no means be settled through the writing of this article.

### Determination of the Saponification Numbers\*

D. T. Englis and V. C. Mills, have found that the addition of a small quantity of sodium thiosulfate (5g. per liter) to alcoholic potash reagent was found effective in preventing coloration of the solution, according to J. Assoc. Official Agr. Chem. vol. 12, 1929. When the clear supernatant liquid is used for the determination of saponification values the results obtained with this reagent agree with those obtained with the official reagent. An attempt to find a general inhibitor for color development during the saponification process was not successful.

\*Chem. Abs., vol. 23, No. 14, p. 3589, 1929.

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# Some Aspects of Soap Research

Progressive Work on Germicidal Characteristics
by Forrest R. Davison, Ph.D.
University of Rochester, School of Medicine and Dentistry

HE manufacture of soap and its application to our every day needs has passed through the years with a gradual transition. Soap was no doubt used in the earliest Biblical times, but only with the last century was the true chemical character of fats, fatty oils and soaps determined, thus laying a firm foundation on which the modern soap industry has been built.

The use of soap, which was once considered a luxury but now a necessity, has increased to enormous proportions. One writer states that if all the soap manufactured in the United States in the year 1929 was divided equally among her population, each person would get twelve cakes of toilet soap, thirty-three cakes of laundry soap, ten pounds of flakes and liquid soap, or approximately \$4 worth of soap would be used a year by each individual.

With the increased use and demand for soap, manufacturers have spent vast sums of money for research on better methods of soap manufacture, introducing various types of soap to meet the diversified needs of our modern civilization. Other far sighted manufacturers have given money to support research dealing with the technical aspects of the action of soap. The manufacturer realizes that knowledge of the facts underlying the cleansing or detergent action of soap will be of great value in the future development of the soap industry.

The development of soap from the early days when it was made from lye extracted from wood ashes, together with fats and greases saved from the kitchen to the present day has been miraculous. Today a soap is manufactured for every use. For example, if the soap is to be used with hard water, sodium carbonate and sodium silicate are incorporated in the soap to prevent an insoluble or magnesium soap from depositing on the clothes. The transparent soaps, liquid, medicated and colored soaps have all been developed to satisfy the particular needs and desires of the public.

With the development of the various types of soap came the study of the fundamental principles underlying the cleansing action of soap, which formed a background for further improvement in soap manufacture.

It is impossible to give here a summary of the mass of information, chiefly of a technical nature, with regard to the detergent action of soaps and soap substitutes and their effect upon various textiles. After summing up all the evidence of research there are a number of definite factors bound up with the cleansing or detergent action; first, necessity of having soap in solution; second, power of emulsification which goes parallel with low surface tension and formation of surface films; third, wetting power; fourth, action of soaps in forming non-adhesive colloidal compounds. In other words the cleansing action of soap is due to its ability to lower surface tension and the ease with which it forms emulsions and solvent properties. Because of low surface tension they wet easily and spread over nearly every kind of surface, and for the same reason particles of dirt that have become detached and surrounded by films of soap

show no tendency to unite or adhere to the surface and are carried away.

Naturally with the scientific investigation of soaps would follow its application to other fields. Soap has played no small part in the field of medicine as a disinfectant, germicide, detoxifyer or bacterial toxin, and as an antiseptic. Years ago before asepsis was considered so important the old doctor used plenty of soap, not realizing that it had beneficial action other than cleansing the dirt away. Soap in itself is very mild in its action on tissues and rightly so, otherwise its widespread use would be curtailed, but in many instances certain soaps show specific properties as germicides and detoxifyers of bacteria.

Medicated soaps possibly have had no great value thus far, due to the fact that so little of the disinfectant can be successfully added to the soap, but soaps are finding many applications in the field of medicine. For example, in the use of chaulmoogra oil it was found feasible to convert it by means of caustic soda into its corresponding soap before using it to combat leprosy. Other similar instances might be cited.

For several years facts have been accumulated showing that soap, besides cleansing the skin, is somewhat effective in sterilizing the skin, an activity entirely separate from its cleansing or detergent action. At one time I had the occasion to continue the studies already begun by other investigators on the detoxifying, diffusion, germicidal and the surface tension depressant properties of various soaps made from common oils such as castor, apricot, coconut, sesame, corn, linseed, cottonseed, peanut, olive, palm and lard oil. The soaps produced from these oils contained various combinations of practically all of the common fatty acids likely to be found in our common commercial soaps.

One feature of this investigation was that castor oil, coconut oil, linseed oil and cottonseed oil soaps had in order named the highest detoxifying ability. The detoxifying ability of soaps is the ability to render the soluble toxins or the poisonous products of bacteria harmless. Just how this is accomplished is unknown; it may be a direct neutralization or the soap may form a film around the toxin unit, thus putting it out of the sphere of action. Recent research supports this later view.

The relative bactericidal ability of these soaps was tested on certain common bacteria. Against streptococcus hemolyticus, castor oil, coconut oil, linseed oil, cottonseed oil and olive oil soaps were effective in order named. Against streptococcus viridans, another common bacteria, the effective soaps ranked in the following order: castor oil, coconut oil, linseed oil, apricot oil and cottonseed oil soap. Against staphylococcus they ranked: castor oil, cottonseed oil, coconut oil, olive oil and corn oil soap. Averaging the results castor oil clearly holds the lead. Coconut oil soap comes second, linseed and cottonseed oil soaps about tied for third. Linseed oil was third twice, and out of the class against

the third organism. Cottonseed oil soap was second twice and fifth once. Olive oil soap was entitled to fifth place. Perhaps corn oil soap and apricot oil soap could tie for sixth place. With other bacteria the ranking might have been different. For example one experimenter found coconut oil soap quite effective against typhoid bacillus.

The soaps were also studied for their ability to diffuse through artificial parchment membranes and to lower surface tension. This last property of lowering surface tension seems tied up with the detergent action also. It was found that the soaps which have a high detoxifying ability and which diffuse most readily are also more germicidal, but have a lesser ability to reduce surface tension.

In brief summary of this work it was found that soaps possessing high detoxifying ability, diffuse readily, are highly germicidal, but are correspondingly low surface tension depressants. What conclusions can we draw from this data? Does it mean the soaps with a great ability to diffuse are active germicidally because they can readily penetrate bacteria and destroy them. We also note that the greatest diffusing or dialyzing soaps also have the greatest detoxifying power. This might be due to the fact that soaps of high diffusing abilities that were easily removed from the body or distributed so widely as to be less harmful.

I have gone somewhat in detail on one phase of work on soap action to illustrate just one of the many phases of work being carried on with soap. We cannot but wonder when we look back fifty years and trace the development of our knowledge of soap then, as compared to our present day knowledge, what will await us in the future. With highly trained staffs of research workers studying every phase of soap manufacture, action and application to every-day life, surely we can predict marvelous progress for the future.

# Hydrogenation of the Methyl Ester of Oleic Acid and Linoleic Acid

In the present case we are concerned with similar investigations with much more simple ester of the oleic acid and the linoleic acid.

1. Hydrogenation of the Methyl Ester of the Oleic Acid. The oleic acid was separated from Camelia oil according to the following method. The oil was saponified with alcoholic potash lye, the solid fatty acid was isolated according to the lead-salt alcohol method of Twitchell, the liquid fatty acid was esterified with methyl alcohol acidulated with hydrochloric acid (hydrochloric acid 5.3%), and the free acid was neutralized with barium carbonate. The ester formed was extracted with ether, and after evaporation an ester was obtained with acid number 2.64 and iodine number 85.96 (theoretically 85.36).

For catalyser nickel kaolin (amount of reduced nickel 20%) was used, namely 1% (as nickel) for the ester. The hydration was carried out at 70, 100, 150 and 200° C.

The separation of the solid fatty acids and the computation of the iso-oleic acid were carried out as above. Here it was found that at low temperature the maximum accumulation of the iso-oleic acid is higher, and that especially at the initial stage the formation of the iso-oleic acid is strong. This relation between the formation of iso-oleic acid and the hydrogenation temperature is in contrast with the cases

of the soya bean oil discussed above, as well as with the immediately following methyl ester of the linoleic acid. This result also does not agree with that of Moor (J. Soc. Chem. Ind., 1919 [38], 320 T.).

2. Hydrogenation of the Methyl Ester of the Linoleic

The linoleic acid was isolated from sesame-oil. The oil was saponified, and the liquid fatty acid was separated, as before, by use of the lead salt alcohol method. Its solution in ether was treated with bromine while cooling and was filtered. The filtrate, after removing the excess of bromide, and dehydration, was evaporated free from ether. To the residue was added petroleum ether (boiling point below 50° C.), in order to separate the tetrabromide, and the tetrabromide is again dissolved in ether and purified with charcoal. By fractional crystallization, white rhombic crystals with the melting point of 114-115° C. were obtained. They were freed from bromide by the method of Rolett (Z. Physiol. Chem., 1910 [62], 410) with 5 N of methyl alcohol acidulated with hydrochloric acid and zinc. From 220 gm. of tetrabromide 100 gm. of methyl ester of the linoleic acid were prepared. Its iodine number amounted to 168.4 (theoretically 171.9).

As before, it was hydrated with nickel kaolin catalyser of the strength of 1% at 150-200° C. The iso-oleic acid was computed from the oleic acid, as in case of the methyl ester, and from the iodine number of the liquid fatty acid linoleic acid and oleic acid were determined.

According to this result a large amount of oleic acid was formed in its initial state, while iso-oleic acid and stearic acid were recognizable only slightly. In comparison with 200° C, the accumulation of the oleic acid at 150° C, is higher at the initial stage, and iso-oleic acid and stearic acid rise gradually without change in the quantity of the oleic acid. On the other hand the oleic acid does not change at 200° C, after a certain lapse of time, but the quantity of the iso-oleic acid rises suddenly, while the quantity of the stearic acid remains practically the same as at the beginning. If later the iso-oleic acid accumulates up to a certain degree, the formation of the stearic acid just begins, the linoleic acid becomes less with the shrinking of the iodine number, to disappear at last with an iodine number of about 78 of the methyl ester. It follows from this that the hydrogenation probably proceeds according to the following scheme:

Linoleic acid → oleic acid ← iso-oleic acid → stearic acid

The iso-oleic acid mentioned in the communication was determined only according to its solubility. Its real nature, namely whether it is really iso-oleic acid is still uncertain. This problem the author will investigate further.

## Apricot-kernel Oil as Substitute for Almond Oil

G. Kogan in Chem. Umschau. 1929, 36, states that the only appreciable difference between the characteristics of peach-kernel, apricot-kernel, and almond oils is shown by the m.p. of the fatty acids, apricot-kernel fatty acids having f.p. 2—4°, m.p. 6—8°, whilst those from peach-kernel and almond oils give higher values. Apricot-kernel oil is superior to almond oil in that the acid value of the commercial oil (several hundred samples) does not exceed a Apricot-kernel oil is suitable for subcutaneous injection, and it is suggested that since peach-kernel oil practically never appears in commerce, the former should be termed Oleum Armeniaceæ. J. Soc. of Chem. Ind. Apr. 26, 1929.

<sup>(</sup>J. Soc. Chem. Ind. Japan, Suppl. 1928 [31], No. 6, p. 111 B.).

# Duty Free Coconut Oil Advocated

Use of Coconut Oil Imported from the Philippines in Soap Making Does Not Conflict with Domestic Fats and Oils

ODERN white soap requires an appreciable percentage of coconut oil in order to give it the desired lathering, rinsing and thorough cleansing qualities, and accordingly any diminution in the supply of the article from the Philippines would react unfavorably upon the soap makers of the United States, the Senate Committee on Territories and Insular Affairs was told at a hearing on Feb. 3. American importers of Philippine coconut oil and copra were represented at the hearing by Howard Kellogg, of Spencer, Kellogg & Sons, of Buffalo, N. Y., and C. Rogers Brown, of the Brown-Edwards Company, New York City. The committee had under consideration the King bill, which would grant the Philippines immediate independence, the Vandenberg bill proposing a ten-year period of tariff autonomy preceding independence, and the Bingham resolution providing for a general conference on the Philippine question to be held in Manila in September of this year.

The subject of Philippine independence has come to the front in recent months as a result of the claims of the agricultural West that imports of Philippine oils are seriously affecting trade in American oils and fats, and spokesmen of the farmers contend that some way must be found to limit or shut off such shipments from the Far Eastern possession. Inasmuch as this government is committed to free trade with the Philippines so long as American sovereignity is maintained in the islands the alternative of independence is now being pressed more seriously than at any time since the United States took over the islands thirty-one years ago.

Messrs. Kellogg and Brown did not attempt to discuss Philippine independence from the ethical standpoint, limiting their testimony to the effect that a suspension of the free trade arrangements would have upon industries in this country, notably soap manufacturers, dependent upon adequate supplies of coconut oil and copra at reasonable prices. If the Philippines were closed as a source of supply for these products, they emphasized, American manufacturers would be obliged to purchase them at higher prices in Java and other foreign countries. This would mean, they asserted, that American users of laundry and toilet soaps would have to pay more money for those articles. Mr. Kellogg suggested that if Congress decided to grant Philippine independence that the effective date should be projected into the future for a period of at least twenty years. Immediate independence, he declared, would prove disastrous to the Philippines and extremely harmful to American interests having investments in the archipelago. Senators Hawes of Missouri and Tydings of Maryland, Democrats, both ardent advocates of independence, indicated the probability that if the King bill were passed it might be accompanied by a declaration guaranteeing the new Philippine government free trade with this country for a specified period or at least a form of preferential treatment such as is accorded by treaty to imports from Cuba. Mr.

Kellogg made an extended argument to show that contentions advanced by American agriculture that Philippine coconut oil and copra caused destructive competition to American oils and fats were erroneous. He insisted that oils and fats produced in this country do not possess any of the characteristics of coconut oil and cannot be used as substitutes for coconut oil in the four major groups of consumable fat and oil products; namely, table fats, cooking fats, soap making oils and fats, and drying oils used in paint, varnish and linoleum.

"A consideration of the economic phases," said Mr. Kellogg, "will show conclusively that cooking fats and oils produced by American Agriculture suffer no competition from Philippine coconut oil and copra. Furthermore, a consideration of the chemical compositions of these fats and oils as compared with coconut oil will show the impossibility of interchanging coconut oil with any of these fats and oils of American agriculture in the preparation of the food products in which they are used as the fat base. The average person, naturally, knows little of these chemical differences and it is evident that some of the representatives of the agricultural interests have practically no knowledge of these fats, or many of their erroneous contentions would not have been advanced." Mr. Kellogg made this statement concerning soapmaking oils and fats:

"In the great field of soapmaking oils and fats American agriculturists are essentially interested in their capacity as consumers of tremendous quantities of laundry and toilet soaps. No American agriculturist is deliberately making any oils or fats for use in the production of soap. All oils and fats when recoverable in their natural, good condition are suitable for edible purposes and are most valuable for use in edible products. The manufacture and distribution of soap at low cost is dependent upon a supply of oils and fats which have deteriorated from their virgin condition. Thus the manufacture of soap at reasonable prices is based upon the ability of the soapmaker to use oils and fats of all kinds which have so deteriorated in quality that they are unfit for food. The American soap making industry receives practically no oils and fats from American producers except refuse oils and fats which are not suitable for edible usage." Mr. Kellogg emphasized that coconut oils possessed chemical properties required for good soaps. "A soap containing regular inedible animal fats," he stated, "can be produced to have the desirable lathering, rinsing, cleansing properties with a smaller percentage of coconut oil than if the higher molecular weight fatty acids are supplied from hydrogenated oils. It is, therefore, evident that an artificial inflation of the cost of coconut oil tends to penalize the producers of marine oils rather than to help them. Satisfactory soaps in which they are used can only be produced upon combining with them a liberal proportion of coconut oil in excess of that amount necessary in a soap, the higher molecular weight fatty acids of which come from regular inedible animal or domestic fats." Mr.

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Kellogg told the committee that American consumers will pay much higher prices for soap before sacrificing the essential qualities imparted to it by coconut oil. He added, "Therefore, any import duty against coconut oil and copra from the Philippines will in no way restrict the importation of coconut oil for soapmaking purposes, but will only impose upon American consumers the burden of much higher prices for soap. In this field of soapmaking oils and fats in the United States there is absolutely no foundation for the claim of American agriculturists that their domestic produced oils and fats are suffering any competition from coconut oil. The necessary lathering qualities in soap cannot be obtained from any oil or fat produced in the United States. If import duties should be imposed upon coconut oil and copra from the Philippines American agriculturists would bear a very large portion of the burden. The extension of sanitation is most pronounced in rural districts, and along with the extension of water and sanitary systems the consumption of soap goes hand in hand." Mr. Kellogg concluded:

"The duty free importation of coconut oil and copra from the Philippines is most desirable as an important factor in maintaining the high standard of sanitation now enjoyed by the United States. Any tariff inflation in the cost of Philippine coconut oil will result in a substantial increase in the cost of laundry and toilet soaps, and it is a well established fact that the liberal use of soap in the United States has been established by maintaining the cost of soap at low levels."

#### Catalytic Polymerisation of Fatty Oils

Anhydrous tin tetrachloride was used as catalyst (cf. Staudinger and Bruson, B., 1926, 719) for the polymerisation of tung, linseed, and fish-liver oils. Solid polymerised products, insoluble in acetone, were obtained from tung. linseed, and cod-liver oils yielding thick oils from which the fatty acids, recovered by saponification, had mol. wts. of 590, 494, and 330, respectively. The polymerised fatty acids from tung oil could be separated into (1) solid resinous acids (acid value 186, saponif. value 199.5, iodine value 81) vielding sodium salts which were soluble in water but insoluble in alcohol; and (2) pale, unimolecular, semi-liquid acids soluble in light petroleum and forming sodium salts soluble in alcohol. The solid acids of (1) on being heated at 105° or on exposure to air became partially insoluble in organic solvents due to anhydride formation. J. Marcusson (Chem. Umschau, 1929, 36, 53 -54). In Soc. Chem. Ind. Apr. 12, 1929.

### Duty on Toilet Soap in Form of Toys

Hinrichs & Pearsall, et al., of New York in protests 379306-G, etc., protested the classification of merchandise which they imported as toys dutiable at 70 per cent ad valorem under paragraph 1414, Tariff Act of 1922, they claiming the merchandise in question dutiable at 30 per cent ad valorem under paragraph 1402 or 82.

J. Sullivan, in T. D. 10647, handed down the following decision: Colored hollow rubber balls were held dutiable at 30 per cent under paragraph 1402. United States v. Woolworth (16 ct. Cust. Appls. 421, T. D. 43136) cited. Small figures made of toilet soap covered with wax were held dutiable at 30 per cent under paragraph 82. Abstract 47759 cited.

# Investigations into the Hydrogenation of Fats\*

by Tetsuro Mazume

The author has hydrogenated in incomplete fashion the soya bean oil purified with alkali with the nickel-kaolin catalyser reduced at 340-350° C. (Ni content 20%), and weighed the variations of the so-called iso-oil acid formed in the oils obtained.

The hydrogenation was carried out, as before, according to the flushing method. During the reduction the samples were taken out from time to time, and their solid and fluid fatty acids were separated according to the lead salt alcohol method of Twitchell. The amount and iodine number of the solid fatty acids were determined, and from these the so-called iso-oil acid was computed.

1. In comparative experiments at  $100^\circ$ ,  $150^\circ$  and  $200^\circ$  with a catalyser of 1% (computed as nickel) it was observed that, at low temperature, the maximum accumulation of the iso-oleic acid, after a certain period of hydrogenation, and the diminution of the same becomes less after further action. At  $150^\circ$  C. the amount of the iso-oleic acid had reached the maximum, the iodine number of the oil amounted to about 85, and its quantity remained unchanged.

2. In hydrating at 200° C. with 1 to 0.1% of catalyser the maximum accumulation of the iso-oleic acid was higher when a larger quantity of catalyser was used.

3. In the experiments with the copper-containing catalysers, which were reduced at 340-350° C., and were used as nickel 1% of the oil, the finding was as below: With the catalyser with 0.3% of copper the accumulation of the isooleic acid increases with the time and also the diminution on further action. On the other hand with the catalysers with an amount of copper of 1 to 4% the accumulation of the iso-oleic acid diminishes however, it does not become less from a maximum, and the accumulation of the iso-oleic acid does become less with the amount of copper.

4. The influence of the air upon the reduced nickel catalyser was determined, and it was found that the accumulation of the iso-oleic acid is greater the lower the contact temperature of the catalyser is with the air.

\* Seifens.-Ztg. Vol. 55, No. 48 (1928).

#### Emulsifier for Fats, a New Saponifier\*

I. S. Kizber in J. Chem. Ind. (Moscow) vol. 5, 1928, describes a new emulsifier for fats. When stearic acid is distilled, some of the non-decomposed fats remain as a vaseline-like residue which is a black, thick oil solution in ether and petroleum ether. This residue is sulfonated thus: 100 gms. of the residue is treated by a mixture of 50 gms. oleum and 50 gms. sulfuric acid (sp. gr. 1.84) which is added in small portions in the course of 20 to 30 minutes, the temperature being kept at 38 to 40°, and the product is left standing overnight. The action of this emulsifier was compared with that of Twitchell's and Petrov's reagents, the latter being obtained by sulfonating certain naphthenic fractions of petroleum distillates. In equal quantities the new emulsifier does not act as efficiently as Petrov's contact catalyzer, but on operating with a larger quantity of emulsifier and water, an equal effect is obtained. The fatty acids obtained by the use of the new emulsifier are somewhat darker than usual, but the glycerol is, on the contrary, lighter.

<sup>\*</sup>Chem. Abs., vol. 23, No. 8, p. 2051, 1929.

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#### **Determination of Unsaponified Fat**

O. Schütte, in an article appearing in Seifensieder-Ztg. 56, pp. 245-6 of 1929, described a method for the determination of unsaponified fat in soaps. Dissolve 20 grams of the ground soap in an Erlenmeyer flask at 50° in 80 cc. of alcohol and 70 cc. of water in which 1 gram of sodium bicarbonate is dissolved, to neutralize any free sodium hydroxide. Cool to room temperature, extract three times in a separatory funnel with 70 cc, petroleum ether (30 to 50°) and shake with 15 cc. 0.1 N soda and 15 cc. alcohol, then three times with 50 per cent alcohol. Filter through ignited sodium sulfate into a weighed Erlenmeyer flask, evaporate, dry at 100° and weigh the residue of free fatty acids, unsaponifiable matter and unsaponified fat. Dissolve in 20 cc. neutral alcohol and titrate with 0.1 N sodium hydroxide for free fatty acids: add 1 to 2 cc. N potassium hydroxide and saponify under reflux for one-half hour. Add 18 cc. of water, cool and shake three times with 30 cc. petroleum ether; wash with 10 cc. of 50 per cent alcohol three times and filter, dry and weigh as before, obtaining the unsaponifiable matter. Subtract the free acids plus unsaponifiable from the total residue to find the unsaponified fat.-Chem. Abs. vol. 23: No. 21, pp. 5342-3.

#### Formation of Noxious Gases During the Manufacture of Trichlorethylene Detergents\*

To purify the wash in the laundry, there was used potasholein soap containing trichlorethylene. To prevent the separation of the detergent a small percent of ethyl alcohol was employed as an emulsion medium. 1500 kg. of the detergent can be prepared in the soap kettle with direct heating, which, after cooling is discharged into tanks. In more modern practise strong caustic potash is added to the uncleaned soap kettle. After the reaction commences there generates at once heavy gases that have an irritating effect on the lungs. While these gases generate, spontaneous combustion can take place.

I have described the appearance of the reaction as it takes place. After discharging the kettle there always remains in the bottom a few liters of the detergent which contains besides potash soap and water some alcohol and trichlorethylene. Strong alkali is added to the residues and dissolves some of it by the resulting heat. The hot lye decomposes the trichlorethylene with the formation of potassium formate, carbon dioxide and ethylene. There are side reactions. For example, small amounts of spontaneously combustible dichloracetylene are formed.

\* Seifensieder-Zeitung Vol. 56, No. 21 (1929).

#### Bleaching Fatty Substances\*

British Patent, 286,794, of Dec. 11, 1926, of I. G. Farbenind. A.-G. states that oils or fatty substances of vegetable or animal origin are bleached by the conjoint use of inorganic oxidizing agents such as permanganate, chlorate or hypochlorite, and inorganic substances acting by reduction or adsorption such as nascent hydrogen or bleaching earths. The material may be preliminarily treated with condensed sulfuric acid or made into an emulsion with soap and during the bleaching an amount of acid at least equivalent to the alkali in the oxidizing agent used is added. After bleaching, the material may be converted into soap and bleached with hypochlorite. Several examples of this are given in the patent.

\*Chem. Abs., vol. 23, No. 2, p. 536, 1929.

#### Liquid Soaps

Transparent aqueous soap solutions are obtained by inhibiting as far as possible hydrolysis of the soap with water with the formation of less soluble fatty acids, in an article by A. Thieme, appearing in Chem.-tech. Rundschau, 44, 921,957 of 1929. Oleic acid forms a water stable soap; castor oil forms a still more soluble soap. The character of the fats used otherwise influences the soap; coconut and linseed oils have irritating agglutinating effects on hair. Methyl, ethyl propyl alcohols and glycerol inhibit hydrolysis but also reduce foaming power. Addition of 16 per cent sulfonated castor oil increases stability to lime and also prevents hydrolysis. Neutralization of such soaps to phenolphthalein by the addition of sulfonated castor oil, filtration and adjustment of viscosity by addition of a solution containing sugar, potassium carbonate and potassium chloride are recommended.-Chem. Abs., vol. 23; No. 21, pp. 5341-2.

#### Determination of the Emulsion-Forming Capacity of Fats by Means of a "Capillary Electrode"\*

Two copper plates are kept apart by two pieces of glass of about 0.2 mm. thickness within a rubber band around the whole, according to L. Pick in *Chem. obzor.* vol. 3, 1928. The breaking of the emulsion is indicated by the glowing of an electric lamp of 50 candle power with a.c. of 120 volts and 50 cycles passing through the electrodes and the emulsion at 40 to 45°. The efficiency of various methods of preparations of emulsions and emulsifying agents is shown by different stabilities of the emulsions.

\*Chem. Abs., vol. 23, No. 8, p. 2051, 1929.

#### Flavoring Extract Report

(Continued from Page 744)

"And the net earnings of the corporation for each calendar year in excess of the 5 per cent are regarded as excess profits and shall be paid annually by the corporation to the United States. There shall be established in the Treasury Department of the United States a separate fund for each corporation, to be known as the Excess Profits Guaranty Fund of the corporation, and the excess profits received by the United States from each corporation shall be paid into such guaranty fund until the amounts so paid in shall equal 50 per cent of the original capital investment of the corporation, and after this fund has reached 50 per cent of the capital investment of the corporation, any amounts received by the United States from any corporation in excess of the 50 per cent shall be turned into the Treasury of the United States as miscellaneous receipts.

"To sane and practical business men, this bill may seem like a grotesque dream, but it is now actually pending before the Committee on Interstate Commerce of the United States Senate.

"We also here call attention to Congress House Bill 5284, by Mr. Tinkham, which provides that corporations engaged in interstate commerce, may apply to the Federal Trade Commission for a license, but the securing of a license is not made compulsory in the House Bill.

"We will follow the course of these bills and keep you advised."

#### The Obvious

<sup>&</sup>quot;I made some very valuable contacts to-day."

<sup>&</sup>quot;I didn't make any sales, either."-Life.

#### MARKET REVIEW ON TALLOW, ETC.

#### VEGETABLE OILS

The coconut oil market recently has been quiet and some sellers seem to be a little more anxious to move stocks, especially nearby deliveries, than they were a short time ago. Nominally the market is quoted in sellers tanks for the usual quality crude oil at 7½c lb. f.o.b. New York and at 6½c lb. f.o.b. Pacific Coast for February, March. April, but it is very probable that business can be done today at ½c per pound lower. Acidulated coconut oil soap stock, basis 98% saponifiable matter, is not offered very freely as production has been small recently and the demand from soapmakers fairly heavy. In fact most grades of soap stocks and fatty acids have been moving fairly well.

Stocks of palm oils here and offerings for early arrivals are rather small but the markets in Europe for practically all grades of palm oils is somewhat easier. Soft oils for early arrival here or for early shipment from Europe have been in good demand but quantities of the low acid grades available for nearby deliveries are light.

Since our last review, olive oil foots have experienced a good deal of activity. The European markets declined so that at one period it was possible to buy carlots in barrels as low as 6½c lb. New York. There has been some recovery and at this writing the market in Europe is steady for forward shipments with nominal quotations and limited offerings coming through at 6½c lb. New York.

A. H. HORNER.

#### GLYCERINE

The market for glycerine during January has been very quiet with a downward tendency. Although a very few unimportant transactions have taken place in Dynamite glycerine the price has receded to 11c to 11½c per lb., f.o.b. seller's works according to producers. Soap Lye Crude glycerine has been steadily sold at 6¾c per lb., basis 80% loose, delivered and this price seems to be established for the time being at least. The saponification grade has been reduced to 7¾c per lb., basis 88% loose, with offerings from abroad at this figure and sales made at that parity. Advices from Europe show the market there to be in a bad way, especially being disappointed in not receiving expected support from the United States. Chemically pure continues steady at 14c per lb., in bulk, but this can undoubtedly be shaded with substantial orders in hand.

C. M. WARD.

#### TALLOW

The past period has been characterized by a slow, steady decline. Consumption of fats, such as tallow, has been going along so steadily that there has been slight opportunity for accumulation of stocks by producers. As a result the market is at such a balance that it is readily susceptible of an advance or decline. The general tendency of buyers still seems to be that of buying as they go. The price of City Extra is at present considered 7%c per pound loose.

Last sales of fancy tallow were at 71/2c per pound loose

f. o. b. seller's plant. First quality house grease is held at 6c to 64c f. o. b. seller's plant; No. 2 tallow is worth 63c to 7c.

The situation in the Middle West is quiet. Prime Packers' tallow sold last at 74c both at Chicago and Cincinnati.

E. H. Frey

#### INDUSTRIAL CHEMICALS

General business has not been very good. The local demand for alkalis and other soap makers' chemicals continues rather light. Demand for deliveries against contracts made for the current year is also somewhat behind although thus far, little complaint is heard from the manufacturers on this score. The total volume of contracts closed is said to be slightly below that of last year although one or two alkali makers report more business of this type. Prices are generally steady. The market is in makers' hands and there is not much doing in the resale trade.

#### SOAP MATERIALS

#### Tallow and Grease

Tallow, New York, Extra 7½c. Edible, New York, 8½c. Yellow Grease, New York, 6c. White Grease, New York, 63/c

Rosin, New York, February 15, 1929:

Co	n	11	n	C	n	t	0	g	0	0	d	1			*	7.80	I					*			×				8.80
D																8.05	K												8.85
E		. ,														8.20	M												8.95
																8.50	N									 			9.05
G																8.60	W	(	G										9.20
H																8.70	W	1	N										9.50
																					9	.6	55						

Starch, pearl, per 100 lbs	\$3.72 @	
Starch, powdered, per 100 lbs	3.82 @	
Stearic acid, single pressed, per lb		
Stearic acid, double pressed, per lb		
Stearic acid, triple pressed, per lb	.161/2@	
Glycerine, C. P., per 1b		.151/2
Dynamite		
Soap, lye, crude 80 per cent, loose per lb.		
Saponification, per lb	.081/4@	.09

#### Oil

Olis	
Coconut, Ceylon, Dom., per lb	
Palm Lagos, per lb	
Palm Niger, per lb	
Palm kernel, per 1b	
Cotton, crude, per lb., f. o. b., Mill071/2@	
Cotton, refined, per lb., New York081/2@	
Soya Bean, per lb	.117/8
Corn, crude, per lb	
Castor, No. 1, per 1b	
Castor, No. 3, per lb	.131/2
Peanut, crude, per lb	
Peanut, refined, per lb	
Olive, denatured, per gal	
Olive foots, prime green, per lb075/8@	.08

#### Chemicals

Soda ash, 58 per cent, per 100 lbs Soda Caustic, 76 per cent, 100 lbs Potash, Caustic 88@92 per cent, per lb.	
N. Y	.061/4@ .063/4
Salt, common, fine per ton	
Sulphuric acid, 60 degrees, per ton	
Sulphuric acid, 66 degrees, per ton	
Borax, crystals, per 1b	
Borax, granular, per lb	
Zinc, oxide, American, lead free, per lb	

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1/2

7/8

53/4



#### Mysore Government Sandalwood Oil

distilled at our Linden, N. J., Plant from SANTALUM ALBUM

Mysore Government Sandalwood Oil is recognized by all leading authorities as the world's standard of quality.

Insist on Original Cans and Cases

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OILS LEMON
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OIL ORANGE DISTILLED CALIFORNIAN

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Having operated our own factory at National City, Calif., since 1913, we enjoy the benefit of accumulated experienced as pioneers in the production of Citrus Oils in the State of California.

Being actual producers, we know that our California Oils are checked through every stage of manufacture, from receipt of fruit to final shipment of Oil, thus insuring uniformity, dependability and absolute purity.

Our EXPRESSED OILS of LEMON and ORANGE have justly achieved a National reputation for their high quality.

We would draw your attention at this time to our DISTILLED OIL of ORANGE. It is a pure distillate from the whole fruit, of fine flavor and excellent keeping qualities.

Send for samples and latest quotations.

W. J. BUSH & CO., Inc.

"Pioneers in the Production of Citrus Oils in California"

# GEORGE LUEDERS & CO.

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By using only the best selection of leaves, we produce a quality which has been recognized as the standard for many years.

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Our large production enables us to supply advantageously in price as well as in quality.

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"Your goods have always given satisfaction and we believe you give full value for every dollar invested with you. Salesmen from other houses sometimes persuade us to order, but we always return to Synfleur materials because we find it pays!"

That letter is typical. It explains better than we could why we have grown steadily for 41 years until today Synfleur materials are used throughout the world from Japan to Africa and from India to Australia. Synfleur perfume materials have weathered the test of time because manufacturers find that it pays to use them.

We welcome the opportunity of demonstrating that it will pay you to use Synfleur materials.



Synfleur Scientific Laboratories, Inc.

Monticello

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Civet	Mayflower	Rose
Crab Apple	Mimosa	Sandal
Cyclamen	Mock Orange	Syringa
Gardenia	Moss Odors	Trailing Arbutus
Hawthorn	Muguet	Trefle
Heliotrope	Narcisse	Tuberose
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Hyacinth	New Mown F	Hay Vetiver
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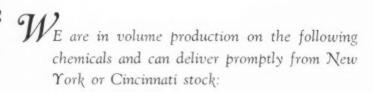


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Cinnamic Acid

Ethyl Benzoate

Ethyl Cinnamate

Ethyl Phenyl Acetate

Ethyl Salicylate

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Methyl Acetophenone

Methyl Cinnamate

Methyl Benzoate

Methyl Phenyl Acetate

Nerolin

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The flower industries of Southern France, of Bulgaria and of Egypt are thereby yielding us exquisite floral extracts of known constitution and at reasonable cost. Our Lavender Oil from Southern France has amply proved its worth and our Essential Oils from Spain are now employed by manufacturers of soaps everywhere to replace the commercial grades because the pure oil is better and goes further.

The constant, rapid growth of our business in perfumers' raw materials is due to the confidence of manufacturers in those raw materials made available by high ideals of service, supported by reliable connections, perfect facilities and adequate scientific personnel and knowledge.

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HE ever changing cycle of fashion in odors has again brought Lavender into prominence, particularly for the toilet accessories intended for men. The demand of late for Lavender of outstanding high quality has aroused a brisk demand for our

# ABSOLUTE ESSENCE OF LAVENDER FLOWERS, BARREME

Even the finest distilled oil cannot compare with this delightful extract by the volatile solvent method, retaining as it does every aromatic constituent present in the mature blossom.

Its relatively low cost indicates advantageous employment in every type of toilet preparation including the better grades of toilet soaps. MERICAN manufacturers of toilet soaps are finding it decidedly to their advantage to use the pure instead of the commercial grades of Spanish Essential Oils. Not only thereby do they enrich their own finished product but perform a service of inestimable value to the Spanish Essential Oil industry which has until recently been convinced that the consumers in this country wanted commercial qualities.

Properly to test and compare the pure against the commercial grades, parallel batches should be allowed to age for three months (longer if possible). At the end of that time examination will clearly demonstrate that the pure oil not only has imparted more and better odor but that the cost is no greater, perhaps even less.

# ORIGANUM, PURE ROSEMARY FLOWERS, EXTRA SPIKE LAVENDER, EXTRA THYME, RED, EXTRA

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XTRACTION by volatile solvents is providing many perfumers with the most satisfactory answer to their problems of fixation.

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are concentrations containing all of the odoriferous constituents of the crude materials. As both are clearly and instantaneously soluble in High Proof Alcohol they offer the *quickest*, *least troublesome* and *least wasteful method* of making standard tinctures.

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Perhaps what the American Can Company offers is a bit extraordinary—yet consider the facilities for service we have at our disposal. Plants available to industry all over the face of the continent. Sales offices peppering the map in cities of every size. Research labora-

of every size. Research laboratories in California and in Maywood, Illinois. Service stations located strategically and within your very easy reach. Hundreds of service men motoring the highways to bring the facilities of Canco into your very plant. With all these far-flung centers of cooperation—with all these plants, this equipment, these men—what a funny thing it would be if Canco service weren't a bit superior—how strange if it were anything less than best.

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We seldom think of this, somehow, as selling of a very forceful kind. We think of it rather as an attempt to fulfill a giant purpose—the accomplishment of an ideal.

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# "ABSOLUOLS"

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The name "Absoluols" which we have given to an entirely new Series of Natural Oils suggests that they are the odorant constituents of Oils obtained from Flowers, Leaves, Roots, Gums, Resins, by the Volatile Solvent process, and freed from all impurities such as waxes, pigments or vegetable tissues, vegetable greases, etc.

By a new process, we obtain in an almost colourless state the perfumes of these products in their entirety, without loss or alteration, and representing faithfully the raw materials which have been treated.

Our Natural "Absoluols" are practically colourless, completely soluble, of perfect delicacy, and have a yield equal to that of the corresponding coloured Oils.

Their prices should not deter consumers from using them as their higher concentrations will more than compensate the extra cost.

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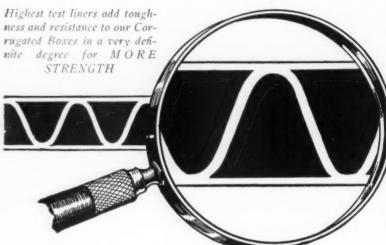
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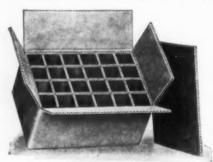
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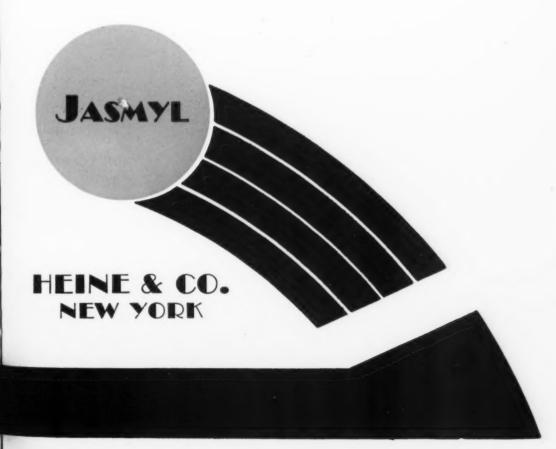


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# Five Specialties Each a Leader in its Class

## Narcissus Extra Narcissus Fleur

A rich fragrant Narcissus odor of exceptional tenacity and sweetness, comparing favorably with the highest priced Narcissus in the market.

The Pound \$34.00

A Narcissus odor suitable for most uses. Powerful and lasting. A trial quantity will prove its value.

The Pound \$18.00

## Amarette

An odor creation that is essentially fragrant and refined. Blends very readily in bouquet types. If you wish your products to equal the best American and foreign odors use Amarette.

The Pound \$14.50

# Jasmin Blossom

The completion of an odor depends upon the quality of Jasmin used. Our Jasmin Blossom, is of highest type, will complete a perfume and give it the finishing touch that is expected of the best Jasmin.

The Pound \$18.00

# Rhodinol V. D.

The chemistry of Rhodinol is still in dispute, but there is no dispute about our Rhodinol being uniform, free from weedy by-odors, and of superior quality

# VAN DYK & COMPANY

6 Platt Street

Founded 1904

New York

In making perfumes with Denatured Alcohol, insure the quality by specifying Van Dyk & Co.'s Brand Diethyl Phthalate.





Exclusive designs created or copies
made in jar caps . . . compacts. single, double or
triple style . . . in metal and enamel finish . . . styling
a complete line a specialty . . . submit your problem.
Consolidated Safety Pin Company, Bloomfield, N. J.
. . . . . owned by makers of Chase & Brass . . . .



# "Ising" Lily of the Valley "A"

Has the delightfully fragrant perfume of the natural blossoms and works exceptionally well in Creams and Powders.

Price per 1b., \$16.00

Trial Ounce \$1.25 The C. E. Ising Corporation Flushing, N. Y.

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Highest Quality at Interesting Prices

NATURAL AND TERPENELESS

BERGAMOT LEMON ORANGE MANDARIN

Produced in our own up-to-date pressing stations in the heart of the citrus fields.

Stocks carried in New York PAOLO VILARDI REGGIO CALABRIA, ITALY

#### **FONDAROM**

A natural fixative present in a balsamic oil. Fondarom may be employed in any type odor to great advantage as an aid to not only increase strength but to retain a characteristic note over a long period. ¶Try adding 5 to 8% and note the marked improvement.

Send for a sample and prices. Stock in New York VANILLIN FABRIK HAMBURG, GERMANY

#### OTTO OF ROSE—C. M. & K.

Offered to you as produced by nature.

Packed in 1/4, 1/2 and 1 Kilo. New York Stocks

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Sole Representative in the United States and Canada

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# BERTRAND FRERES Natural Flower Oils

Time plays a very important part in the production of natural flower oils. Years ago, we established a factory right in the heart of the flower fields, permitting treatment of the delicate petals promptly after harvesting. By employing highly efficient methods, the delightful fragrance of the flower is retained to a remarkable degree. § Jasmin is but one of the many natural oils produced by us for discriminating perfumers throughout the world.



# BERTRAND FRÈRES

**GRASSE** 

Sole U.S. & Canadian Agent P.R. DREYER INC. 26 Cliff St. New York, N.Y.

# BERTRAND FRERES

SOCIETE ANONYME

Established 1858

MAIN FACTORY GRASSE

GRASSE

BRANCH FACTORY ST. JOSEPH

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#### ROSE

W/E have always prided ourselves on the fine quality of our Liquid Concrete and Absolute Rose. Every Perfumer who has employed our Rose Floral products is highly pleased with the results obtained.

If you are not already a user of Bertrand Frères' Rose products, we would suggest that you request a sample and compare it to the product which you are now using.

Our prices on the above will be found of decided interest.

··· | (CH 20) 4···

# P. R. DREYER

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#### BERTRAND FRERES, Inc. Imerican and Canadian Branch

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Service Department

American Perfumer





During 1930, 19,250,000 advertisements in The Saturday Evening Post and The Ladies' Home Journal will increase the already great demand for products packed in glass under Anchor Amerseal Caps. Look for our advertisement in The Saturday Evening Post of January 11th.

# FINE TOILETRIES keep their quality when sealed by the Anchor Amerseal Cap

Hundreds of the most advanced manufacturers of fine toiletries—a few of whose names and brands appear above—are using Anchor Amerseal Caps for toiletries that are used often, a little at a time. For practical experience and long laboratory research have proved that creams and lotions so protected will not deteriorate, harden or evaporate. And Anchor Amerseal Caps are pleasantly easy to use—no threads to freeze or cement to the container . . . Also Anchor Amerseal Caps are

speedily and economically applied in the factory by hand or machine, three or four times as fast as other types of closures. Lithographed with your own design and colors they will improve your package—make it more attractive to the consumer and thus help to increase your sales. Other advantages and economies of these modern closures will be interesting to you. We will gladly and promptly send you full information if you will fill in and mail the coupon.

Anchor Cap & Closure Corporation LONG ISLAND CITY, NEW YORK . TORONTO, CANADA



A quarter turn to the right applies the Anchor Americal Cap. Lugs, formed to fit the contour of the glass threads, draw the cap down and effect a tight uniform contact around the complete to pedge of the container finish.

MANUFACTURERS: To secure full information about Anchor Amerseal Caps fill in and mail coupon!

	Send detailed advantages of using Anchor Amerseal Caps on our packages.	
Na	Name	
Ad	dress	
We	manufacture	
ye	d put out aboutpackages pe ir. Under separate cover we are sending pty samples of our packages.	

Cosmetic **Specialists** 

Cosmetics Manufactured Per Your Individual Specification Complete Packages Under Your Private Label In Bulk-Or We Complete Your Package

Dependable Service to Manufacturers Exclusively

Compacts
(New Process)

Rouge and Powder

Lip Sticks

(Changeable Orange\_Indelible)

Camphor Ice Sticks
Water Cosmetique

Eyebrow Pencils
Cream Rouge

**Powders** 

Face and Talcum Bath Dusting

**Face Creams** 

Cleansing Vanishing

etc.

FRENCH COSMETIC MFG. CO., Inc.

85 CRESCENT AVENUE - NEW ROCHELLE, N. Y.

# Guillandone & Co.

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#### Jasmin — Rose — Orange Tuberose

Natural Floral Absolutes, Concretes, etc.—made by the most modern processes —unequalled in quality and concentration.



# Guillandone & Co. Grasse, France

MAISON FONDEE EN 1888

Sole Distributors for United States and Canada

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# Potenciol

A NEW scientific product guaranteed to more than double the strength, sweetness and lasting power of your present perfume formulas.

One of the foremost perfumers in our industry sends us this statement:

"My tests on POTENCIOL extending over six months have convinced me that its use will materially improve any given odor combination.

"I consider POTENCIOL of equal or greater importance to the perfume industry than the discovery of Ionone or Synthetic Musc."





ESSENTIAL OIL

121 East 24th Street New York Norda Ltd. 251 Queen St.West Toronto, Ont., Canada

510 North Dearborn Street Chicago Fern

Crocus

Giroflee

Frankincense

Hyssop

Lupine

Muscade

Perilla

A group of our own novelties

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154 11th Ave. New York City

"Service for the Manufacturing Trade Exclusively"

# **Compacts**

Rouge and Powder

(more than 150 tints)
All tan and sun shades available

Eye Shadow

(all shades)

Lip Rouge

(more than 50 tints)

**Cream Rouges** 

Eye Brow Pencils

Cosmetique

Quality and Service



Our colors are analyzed every week for their purity and safety by one of the leading Testing Laboratories of New York City. We guarantee our Lip Rouge and Compact Rouge to be absolutely safe and not harmful even if absorbed by the skin.

#### **OXZYN COMPANY**

In Business Since 1874

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ORIGINATORS OF NATURAL ROUGES



# Imperial Leak-Proof Sprinkler Tops

EAK-PROOF stoppers—that are perfectly machined so as to give the user good service—Neat and attractive, harmonizing with the container and adding to the beauty of your package.

### Imperial Metal Manufacturing Corp.

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Phone STIllwell 7670-1

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I. D. FADEN & CO.

300 West Adams St.

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Phone STAte 1614



#### NEROLI

Owing to the great scarcity and extremely high price of the natural Neroli, we have made an extensive study of this most important oil, with the result that we are now pleased to introduce the following products, which we believe represent a faithful reproduction:

#### NEROLI de SYNTHESE

This product is manufactured along entirely new lines; very powerful and lasting, giving a remarkable effect upon evaporation.

#### BIGARADINE

This extremely interesting Neroli base has a slight orange flower character, which will be most useful in the preparation of the rich and flowery compositions so much in fashion at this time.

It can also be used very successfully in Eau de Cologne, Lotions, etc.

In addition, we invite your attention to

#### NEROLI D

NEROLI D EXTRA

which have been manufactured by us for a number of years.

We guarantee the absolute stability of the above products, and would be pleased to have an opportunity to submit samples.

## JUSTIN DUPONT

ARGENTEUIL (FRANCE)

Exclusive representative in the United States & Canada

GEORGE SILVER IMPORT COMPANY
461-463 FOURTH AVENUE NEW YORK

Phone: ASHland 2324



#### Lilas Invar:

A contribution of real distinction—entirely new has that same decided fresh flower note so pronounced in the natural Lilac.

#### Opoponax Invar:

A most interesting base, with that much desired modernistic note.

#### Mousse Sylvestre:

A popular note of today, imparting a fresh delicate perfume, yet very tenacious.

Samples on request

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#### Geraniol Invar:

This specially rectified and chemically pure product is of particular interest for fine perfumes, lotions, creams and powders.

#### Rhodinol B:

Chemically pure product, extracted from Bourbon geranium.

#### Rhodinol A:

Synthetic product, identical in chemical composition to RHODINOL B. Its fine quality and decided Rose character makes it a most valuable product for perfumery.

On account of its low price it is of special interest to soapmakers.

Samples on request

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#### YLANG YLANG

#### Ylang Ylang Nossi Bé "La Colombe"

ISTILLED especially for us by the "Pères Missionnaires" of Nossi Bé. This oil is of the highest grade and always uniform in quality.

#### Also

Ylang Ylang Nossi Be "Monopole" Ylang Ylang Bourbon Ylang Ylang S.I.S.

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## New Crop-

Oil Bergamot (Calabrian) 36/38%
Oil Lemon Italian Hand Pressed
Oil Lemon Italian Machine Pressed
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Our Own Importation

Offered and sold in original packages as received from countries of production



224-230 WEST HURON STREET CHICAGO, ILLINOIS



## Boxed Face Powder CELLOPHANE WRAPPED

VERY good looking royal crinkled black box with gold trimmings, padded top, with an extra fine powder puff, packed with 4 ounces of the highest quality of Face Powder, Oriento scented, packed 6 to a container at \$36.00 Gross. Will take your own label exceptionally well.

We are large manufacturers of bulk Face Powders in the following shades: Sun Tan, Sunkist, Mauresque, Peach, Flesh, Brunette, Green, Lavender, Pink, Brown and White. Complete blenders' supplies of Powder, Crême Rouge and Eye Shadow.

## ROUGE

You need offer no apologies to your customers due to breakage or off-color rouge with our hand-made, laboratory-tested compacts.

Helfrich Rouge and Powder Compacts
Bulk Face and Sachet Powders
Lip Sticks—Crême Rouge
Loose Powder Vanities
Eye Shadows

P. S. Our 1929 Shipments were the Largest in Our History. There must be a Reason.



#### HELFRICH LABORATORIES

564-570 West Monroe St.

Chicago, Ill.

**Bulk Packing** 

Complete Packages

Private Label Assembly



#### Chemical Works **FLORA**

DUBENDORF-ZURICH, Switzerland



Established 1899

Life... There is "Life" in the smell of a bunch of freshly-gathered flowers, owing largely to the odor of the leaves and stalks mingling with that of the flowers.

Your compounds need not lack that life if you put to use our

#### **FOLIOL**

which will vivify them in a surprising manner.

Two elaborations of the new body, viz.-

#### FOLIOL R. and FOLIOL S.

the former especially suited for Rose compounds, particularly as a first class base for Red Rose, the latter for use in soaps, are also called to your attention

#### HYDROXYCITRONELLAL "FLORA"

—owes nothing to the perfumer's art. There is no attempt at fancy "shading" with a view to binding the consumer down to its continued use, nor is there any need to bolster up the quality by artificial means. Perfect purification and the resulting absence of by odors, solely accounts for its velvety floweriness. ¶Our price is interesting, too.

#### AMBERGRIS ARTIFICIAL

In this new product the odoriferous principle of the natural Amber has been reproduced exceptionally well. The product distinguishes itself by its great yield and unusually good solubility in alcohol, essential oils and the known solvents. AMBERGRIS ART. can also be dissolved directly in compounds which it rounds off astonishingly well, imparting to them at the same time the well known "note poudrée" so much in vogue to-day. In alcohol it immediately gives a clear tincture ready for use.—Please ask for samples and investigate.

Sole representative for United States and Canada

#### FLORA AROMATICS CO.

122 Fifth Avenue, New York

Telephone WATkins 8864

## ALL WINNERS



Smooth

Adhering

Applies evenly

Non-fragile

Properly perfumed

#### THE KOLMAR SERRATE PUFF

(Pat. Pending)

The puff you will eventually use





Coloring Qualities



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America's Foremost Rouge and Compact Manufacturers

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# Heurs d'Oranger

Honestly and truthfully replaces Orange Flower Absolute in any formula

### Here is the Proof

A 10% solution of Orange Flower Absolute selling at \$400.00 per lb. A 10% solution of our Fleurs d' Oranger selling at \$25.00 per lb.

## FELTON CHEMICAL COMPANY

Executive Offices and Factory
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## AROMATIC CHEMICALS

of the "Extra Felton" Quality

Amyl Cinnamic Aldehyde Pure Citral C. P.

Geraniol

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Quality for Quality—

our prices will always be better. Superior manufacturing methods, processes worked out the last degree of perfection, allow us to give you this assurance.

Send for complete list and samples

#### FELTON CHEMICAL COMPANY, INC.

MANUFACTURERS OF

AROMATIC CHEMICALS, NATURAL ISOLATES, PERFUME OILS, ARTIFICIAL FLOWER AND FLAVOR OILS

Executive Offices and Factory

603 JOHNSON AVE.

BROOKLYN, N. Y.

#### Narcissus P-319

\$6.00 Per lb.

A remarkable value. Suitable for most purposes. A trial quantity will prove value.



#### **Fixative** Otto C. P.



## Jasmin P-337

\$6.00 Per lb.

Our excellent connections abroad enable us to offer these specialties. This is a true, rich. Jasmin odor.



\$28.00 per lb.

Try it in your Powders, Creams, Perfumes, Toilet Waters, Tonics,



\$1.85 Trial oz.

etc.. in addition to your other Perfume oil and note the results.

Full details sent on request

#### COMPAGNIE PARENTO, INC.

Executive Offices and Laboratories: Croton-on-Hudson, N. Y.

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Pure Italian Citrus Oils



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#### A leader as a substitute for— Orange Flower Absolute and Neroli

Owing to the high cost of Neroli and Orange Flower absolute and the scarcity of both, Oranger Fleurs is being used extensively in place of these products.

#### It will not discolor ~

if used in Creams, Powders and other Toilet Preparations.

We will gladly submit a working sample together with quotation.

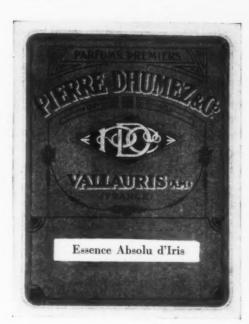
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New York City, N. Y.—507—5th Ave.

New York City, N. Y.—507—5th Ave. Telephones VANderbilt 8564 and 8879

## Dhumez Iris Products



Quotations and Samples Offered

Iris Absolute (Essence Absolu d'Iris)

Iris Concrete (Beurre d'Iris N.)

Iris for Milk of Iris (Essence d'Iris pour lait d'Iris)

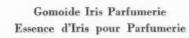
Iris Liquid Extra Concentrated "P. V."

(Essence d'Iris Liquide Extra Concentrée "P.V."

#### Iris for Soap

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to reduce costs is to use Absolutes that will produce greater or better results per dollar.

A sure way is to use P. A. Bompard's Absolutes.

Prices are not low, but value is long.

Why not investigate now, judge by results?

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## Distilleries Centrale Matières Premières Pour Parfumerie

Anciennes Maisons Jules Blanc et Mistral (Fondées en 1860)

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Fine Liquid Absolutes
D'Essences Neroli
Geranium Rosat
Lavende Des Alpes
Petitgrain Bigarade

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\*Solessences
\*Truefleurs
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Specialties
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Fine Aromatic Chemicals
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## Glassware Fashioned for Exquisite Perfumes

Polished surfaces and original brilliancy are now obtainable in our new process glassware – at prices considerably less than the so-called cut glassware. Yet for sheer artistry and design these bottles are well in the forefront of glass craftsmanship. Our bottles mark a new achievement in American Glasscraft.

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CHICAGO OFFICE
1944 Conway Bldg.



## Bottles and Cream Jars

for

Perfumers and Toilet Goods Manufacturers

Plain, Frosted, Cut and Colored
Handmade
Semi-automatic
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Combining Art and Production With Quality of Glass

We extend an invitation to visit our plant to see what we have accomplished in the way of improving glass containers.



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New York Office 41 E. 42nd St. Factory and Main Office Baltimore, Md.

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THE REPORT OF THE PERSON OF TH

Perfumer

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## Abonita

QUALITY

Cosmetics

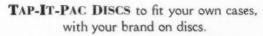


**PERFECTED** 

Loose Lowder Vanities

Patent Pending

"The Loose Powder Case Without a Complaint"



#### THE FAULTLESS LOOSE POWDER DEVICE

Makers of Highest Quality

Hand Comprest Powder and Rouge Compacts
Indelible Lip Sticks—Hot Climate Proof
Crême Rouges — Eye Brow Pencils
Abonita Formula Face Powders
and Rouge Powders in bulk

Notice to the Beauty Parlor Supply trade:

We are now manufacturing a perfect WAVING FLUID POWDER.
Highest quality. Private label or bulk.

Our products are critically inspected before delivery. All ingredients absolutely pure and positively harmless.

Twenty-five years of earnest endeavor to serve Highest Quality to the manufacturing trades.

Abonita Company, Inc.

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ESTABLISHED 1905

## **Popular Low Priced Odors**

for Toilet Waters, Lotions, Powders, Bath Salts, etc.



Bouquet 329 T . . \$14.00 per lb.
French type powder and toilet water base

Chypre K . . . . . 86.50 per lb.

Sweet, powerful and lasting

Fleur d'Or . . . . \$12.00 per lb.
Fresh green odor for liquids and powder

Oriental 4112 . . . \$14.00 per lb.

Excellent for toilet water and powders

Rose W . . . . . . . \$6.75 per lb.

Sweet white rose for creams and powders

Violet R . . . . . . 87.50 per lb.

Sweet and powerful

#### PERFUMES and TOILET WATERS in Bulk

Prepared from Imported French Bases



#### E. M. LANING CO.

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Manufacturers of Synthetic Flower Oils and Bouquet Bases

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Aromatic Chemicals. Essential Oils, and Perfuming Specialties of all kinds.



Sole American Agents

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Sphinx Seals

## SEALED AND RESEALED— and every time it is SAFE WITH A CORK



A GOOD cork not only seals your product safely, when you first put it in place, but it goes on making tight sure seals every time the customer uses your product. Armstrong's Corks are the ideal reseal. Their lively springiness makes them as effective the last time they are used as the first. Even a child can reseal a bottle tightly with a good cork.

Corks are the safest, surest closures. They keep your bottles clean and the contents uncontaminated. Shelves won't become sticky; customers' hands and clothes won't be stained. And the purity of your product is safeguarded.

Corks are not only the safest closures but the easiest to use, too. Equally important, the cork-finished bottle has a lip that prevents those disagreeable pouring accidents. There are many other reasons for the superiority of corks as closures and equally as many for the superiority of Armstrong's over other corks. We suggest that you send to us for samples and prices. An examination of Armstrong's Corks, in any grade, will tell you the most convincing story possible. There's a background of 69 years' manufacturing experience behind them. Armstrong Cork Company, 912 Arch Street, Lancaster, Pennsylvania.

## Armstrong's Corks

A GRADE FOR EVERY NEED - EVERY SACK GUARANTEED

0000000000000000 <u>ବାର୍ଚ୍ଚାର</u>



#### QUALITY

is more sought after today than ever before. Your standard will deteriorate and your prestige will suffer if sophisticated materials are permitted to become part of the products bearing your name.

Safeguard Your Interests

Order

D&O

"The Standard of Quality"

Oil Patchouly

Oil Cassia

Oil Nutmeg

Oil Clove

DODGE & OLCOTT CO. 87 Fulton St. New York.

"The integrity of the house is reflected in the quality of its products."

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#### FABRIQUES de LAIRE

#### INDOL--de Laire

originally found in Jasmin but for many years past made in our plant, of a purity guaranteeing full and complete satisfaction. It reinforces and improves other odors.

Your trial order is solicited





DODGE & OLCOTT CO.

87 Fulton St. New York

Sole American and Canadian distributors

#### *ଅବରେ ବାର ବାର ବାର ବାର ବାର* W. SANDERSON & Sons

#### RERGAMOT SANDERSON

A pure Oil, Bergamot though chiefly composed of Linalyl Acetate contains proportions of other constituents which tend to fix and improve its Aroma.

> The production of good Oil Bergamot is confined to only a small area in Calabria, for which reason care in purchase is recommended.

Compare Bergamot-Sanderson with other brands. Assure yourself of the value you obtain for the money you pay. We solicit your orders.



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These products are soluble resins, representing full odor concentration and are readily soluble in 95% alcohol. Absolutely uniform.

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This, our newest eye shadow or lip paste container, features an unbreakable mirror, which eliminates the danger of glass particles falling into the paste material.

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Photography and printer's ink could never do justice to the beauty of these containers. In actuality these creations have caught a torrent of rainbow colors. Their originality of design employing ravishing effects of colored enamel is matched only by the supreme quality of their contents. This mating of beautiful containers and quality contents has resulted in items you can easily, profitably, sell.

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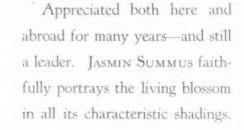
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Our hand-blown plant will be glad to cooperate with manufacturers who desire a relatively small number of special shaped ware.

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"Everclear" is descriptive of the remarkable clarity of this quality Alcohol. Also "Everclear" Alcohol is odorless. These features are ready evidence of purity.

"Everclear" Alcohol is produced in our grain belt plant by an exclusive process originated in our laboratories. You may specify "Everclear" with the foreknowledge that it meets the highest standards.

This is number 12 of a series depicting historical periods in the development of America

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PERFUME BOTTLE CAPS JAR CAPS METAL NOVELTIES TO ORDER

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WE manufacture to your design, or help you create special designs.

Our extensive facilities for quantity and quality production are ready to serve you.

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Many type formulae for perfumes, toilet preparations and cosmetics.

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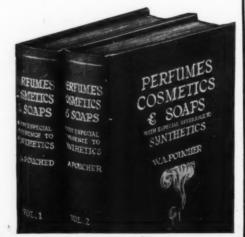
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Volume I - \$5.00 Volume II - 7.50

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O the casual eye there is little romance about a great brass manufactur-

ing plant. But to the woman who buys because of the uniqueness, distinction, atmosphere, romantic suggestion of the package she sees that manufacturing plant is very necessary.

It is necessary as well to the maker of the product which the package contains. Necessary because of modern production requirements, necessary because to sell reasonably you must buy reasonably. The scope of SCOVILL is so great that your needs in brass can be left here in confidence. Whether you wish to have your own design executed or whether you call on SCOVILL'S many able artists to furnish a new design, the result will be the same—a vanity case, lipstick or bottle top of beauty and perfection, full of romance to Milady and full of profit to you.

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BALANCE . . . craftsmanship . . . dependability . . . and that certain
something which is the character of your own line are hallmarks of Sagamor vanities. In
combining beauty and utility,
Sagamor designers keep in
mind the tastes of the ultimate
user — the Smart American
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Patent Applied For

Our artists will be glad to create such a vanity for you without cost or obligation. Merely give us a rough idea of your requirements, and our artists will do the rest.

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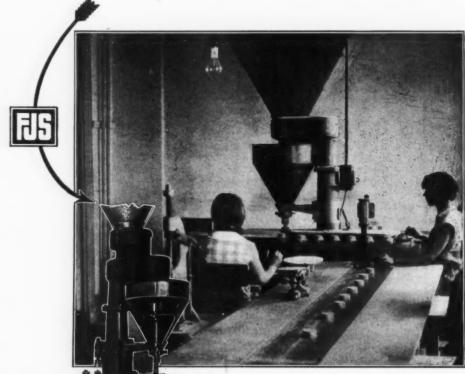
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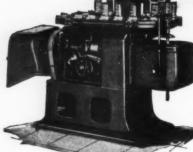
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#### This User says:

#### "It cut our costs in half"



The new STOKES Powder Filler filling face powder boxes in the plant of a large manufacturer. Same machine handles tins with push covers.



The machine illustrated is the full automatic model 15A with attachments. Important features are the slow motion agitator, oil and dustproof bearings. "no can—no fill" control on the conveyor, disc type clutch and brake, base-housed motor, space-saving design of conveyor, few moving parts—all protected, easy adjustments, and alemite lubrication. Ask about the "two-step" fill.

#### The new STOKES Powder Filler

is a modern versatile machine for filling practically any powdered product. Filling face powder boxes as illustrated it halved production costs.

Other users report remarkable savings. Accurate filling. No dust. No spillage. Quick "change over" to different container or material. Machine is simple, exceptionally compact, easily adjusted, quiet.

Attachments shown are: auxiliary hopper feed, conveyor, "no can — no fill" control and capper.

From 25 to 40 containers can be handled per minute depending on the type of container.

Write for new descriptive booklet

#### **FISTOKES MACHINE COMPANY**

Perfumers' Equipment since 1895

5912 Tabor Road

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PERT, alert, joyous—youth is resplendent in a paper creation especially designed for a costume party. Here is paper of a particular kind which cannot be used for any other specific purpose. It would not do for commercial printing purposes, could not be used as stationery, and would make a mighty poor wrapper for a parcel.

The kinds and grades of paper are practically innumerable. Each variety has been developed to satisfy some specific need for which there is no adequate substitute.

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Specify Rossville Alcohol, made from GRAIN only. Whether used as a fixitive or as a solvent, it consistently maintains the permanency of its high character.

Specification Alcohol Improves Every Product.



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Chicago, Philadelphia, Brooklyn, Detroit, Cleveland, Boston, Baltimore, St. Louis, Pittsburgh, Buffalo, San Francisco, Cincinnati, New Orleans, Kansas City, Minneapolis, Louisville, Rochester, N. Y., Grand Rapids, Mich.

Specify ALCOHOL as You Would Specify PAPER





#### ROSSVILLE Made from GRAIN Only

AKERS of Bond Paper, such as you use for your letterheads, designate it by water-marks impressed upon its surface. These marks are the makers' guarantees—their notification to every user that these papers adhere to strict and uniform standards of quality.

Bond papers, like all other papers, are made in a wide range of qualities, colors and weights. Your printer, when making his purchases for you, does not merely order paper by name, but by specification. Thus, he not only selects a paper exactly suited to your purposes, but protects you should any question of quality ever arise.

As with paper, there's a grade of Rossville Grain Alcohol specifically suited to every one of your needs. In any product in which alcohol is a requisite ingredient—specification of the right grade will maintain or improve its quality. Long experience in the manufacture and sale of alcohol enables us to help you select the right grade.

Rossville places its guarantee on all shipments of grain alcohol as an assurance of the fixed properties of the alcohol so labeled. Grain alcohol is thus readily distinguished from new alcohol made from other raw materials such as molasses.

Specification Alcohol Improves Every Product.

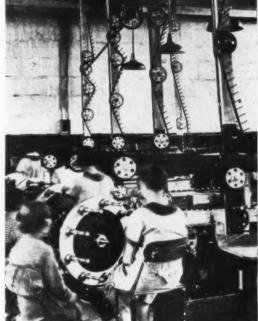
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## ... the Posistal department

. . . provides an exterior coating on a tube . . . as tough relatively as the leatherhide . . . on a new yellow cab . . . and that's tough.

Frank flynch

P. S. . . . More than 75% of our production uses it.

Thank you for reading this advertisement



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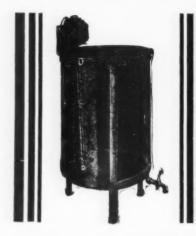
tube while you are using it . . . look at the one in your medicine case; . . . the new Ingram . . . . . . . . . . . . . . stands up.

Frank Hoguel.

P. S. . . . every tube . . . should be protected.

(Thank you for reading this advertisement)

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## HY-SPEED

## GLASS-LINED MIXING TANKS

You will find many practical uses in your plant for one or more of the many sizes and styles of "ALSOP" Glass-Lined Mixing Tanks. Every inch of

the acid-resisting, glass-lined-and-coated surface is easily accessible for rapid, thorough cleaning. The mixing motor is mounted above the liquid, eliminating the old-style side-propeller and stuffing box. This also makes possible the use of "Hy-Speed" Push-Pull Propellers, which mix the top and bottom of the tank at one time. Leaks and contamination of the mixture are effectively prevented.



## INTERNAL PRESSURE FILTER

The "Hy-Speed" Electric Internal Pressure
Filter will filter over
50 gallons of light
liquid in ten minutes
. . . and can then be
cleaned for use on an-

other batch of different material in two minutes. This unparalleled speed of cleaning has a very important bearing on the efficiency of this machine in production. In nearly every case where gravity methods are replaced by this filter, production costs will be cut 95%. Portable . . . compact . . . operated from light socket . . . low in price.



TYPE 1
ELECTRIC
INTERNAL-PRESSURE
FILTER



"Hy-Speed"
VACUUM
ELECTRIC
BOTTLE
FILLER

### HY-SPEED

#### VACUUM ELECTRIC BOTTLE FILLER

The "Hy-Speed" Vacu u m Electric Bottle Filler will fill 1,500 four-ounce bottles in one hour . . . can then be cleaned in two minutes to handle different

liquids . . . adjusts to different size bottles instantly. It fills all bottles evenly . . . and instantly rejects any bottle that is not absolutely air-tight and free from pin-holes or small cracks. It has no valves . . . is simple to operate . . . low in price . . . and weighs only 45 pounds, including the motor.

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## EQUIPMENT

#### GLASS-LINED MIXING AND STORAGE TANKS



Air-Tight Settling Tanks with two faucets and liquid level gauge.

ALSOP glass-lined mixing and storage tanks practically insure the elimination of contamination and corrosion forever. They provide the safest, most natural

means of storing liquids, in any quantity up to 200 gallons. "ALSOP" tanks are lined inside and coated outside with special acid-resisting glass enamel, eliminating paint and making an attractive finish that is easily cleaned and always looks like new. Specialization in tanks of 200 gallons and smaller capacities enables us to quote unusually low prices, and to offer the most extensive line within these limits. We also make special tanks to order for any special purpose, and other glass-lined equipment.



PORTABLE ELECTRIC
MIXERS

The interchangeable feature of "Hy-Speed" Portable Electric Mixers has made them a practical necessity in the large or small plant. One "Hy-Speed" Mixer serves first

for one liquid and then for another. Cleaning between times is simplicity itself . . . and it goes from one container to another almost instantly. Unclamping from one and clamping to another is a matter of seconds. That is another reason why "Hy-Speed" Portable Electric Mixers are best for every mixing purpose.



TEAR OFF AND MAIL THIS COUPON BEFORE TURNING PAGE

+ ALSOP + ENGINEERING CO.

Manufacturers of "Hy-Speed" Mixers, Filters, Pumps, and Glass-Lined Tanks

47 West 63rd St.

New York City

Gentlemen:

Please send us at once your catalogue describing ALSOP "Hy-Speed" Equipment for the manufacturing perfumer.

Name .....

Address .....

Type of Lighting Circuit .....

### METAL SPECIALTIES

Lead and Tin Collapsible Tubes
Plain or Decorated

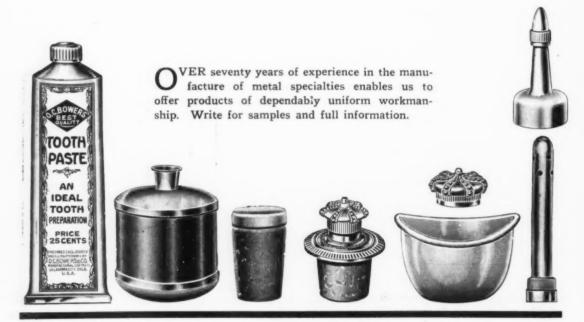
Sprinkler Tops

for Perfumes, Lotions and Toilet Waters. (Furnished with corks or ready for crimping on bottles.) Lead and Tin Coated Spouts for Oil Cans and Fluid Lighters.

Highly Polished Coppered Cans for Essential Oils

Rectal Pipes for Pile Ointments

Aluminum and Nickel Plated Cork Tops



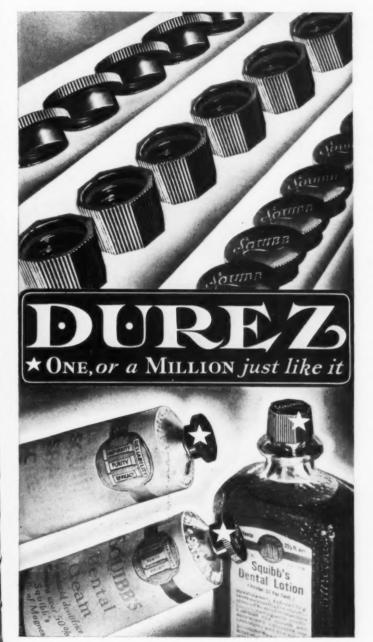
Consolidated Fruit Jar Co.

ESTABLISHED 1858

New Brunswick, N. J.

### One use leads to another

## ... Squibb selects DUREZ again!



Write for this free bookle:, "Do It With Durez." Contains complete information about Durez ... physical and dielectric properties, color ranges, and scores of possible applications.

IT'S AN efficient organization which will profit by successful experience—their own, or others'.... E. R. Squibb & Sons, celebrated manufacturing chemists, pioneered in the use of Durez closures for shaving cream and dental cream tubes. They found Durez caps strong. Modern. Economical. "Aren't these sufficient recommendations," they reasoned, "for using the same material on some other of our products?" And Squibb adopted Durez for dental lotion bottles!

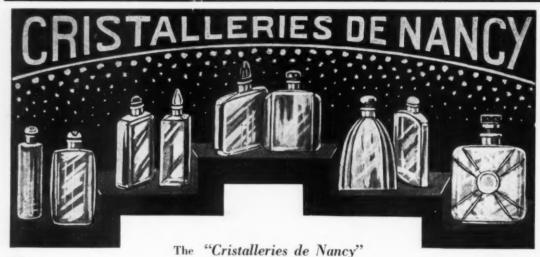
These caps, entirely in keeping with Squibb merchandising practice, cannot discolor the contents of the container. They will not rust or corrode. They are not affected by acids, alkalies, or other destructive agents. They resist oils, heat and changes in temperature. They seat easily and tightly, eliminating cork inserts, and preventing leakage. And they are remarkably easy to manufacture.

Durez fuses and hardens with remarkable rapidity. Once molded, the part is complete. No costly polishing, buffing, or tooling. The millionth part will be an exact duplication of the first—including clear, sharp lettering, accurate threads, and the most intricate designs.... Durez comes in all practical colors and combinations of colors—resulting from blending, mottling and striating.

What Durez is doing for Squibb, Listerine, Johnson & Johnson, Pinaud, Palmolive, Parke-Davis, Spring Stopper, Orphos, Colonial Club, Barbasol, Fitch, Noonan, Astringosol, Williams, Zonite and many others, it will do for your product!

Investigate Durez. Our laboratories and our engineers are at your service.

General Plastics, Inc., 3 East Walck Road, N. Tonawanda, N. Y. Also New York, Chicago, San Francisco, Los Angeles.



are Specialists in manufacturing ground glass stoppered bottles

Above are some of their stock bottles, in \( \frac{1}{4} - \frac{1}{2} - 1 - 2 \) and 3 ounce capacities.

Stock always on hand in their warehouse in New York.

Catalog and price list sent on request

#### **Private Models**

The "Cristalleries de Nancy" have been awarded a FIRST PRIZE at the PARIS DECORATIVE ARTS EXPOSITION of 1925 for their presentation of modern models.

Their studios in Paris and Nancy are always at the disposal of their customers for studying and creating NEW MODELS from the old fashioned to the most modern style.

The "Crîstalleries de Nancy" manufacture only hand blown bottles.

Sole agents for the United States and Canada

#### NANCY CRYSTAL CO., Inc.

Office and Warehouse

130 Bleecker Street, New York

SPRing 4921







LABORATORY tests for purity
—more tests—inspection—
you do all of these that purity
may be "put in". Then let R-O
Seals of Alcoa Aluminum make
sure that it is "kept in."

R-O Seals of Alcoa Aluminum combine all the easy reclosure features of the screw cap, plus initial hermetic sealing under atmospheric pressure or in vacuum. Applied by a special machine that shuts out the air—that rolls the seal of the thread right into the thread of the bottle—all in one swift operation, R-O Seals of Alcoa Aluminum cover the entire bottle top, both opening and lip. Impurities that contaminate are kept out.

R-O Seals are made of pure Alcoa Aluminum—the non-rusting, non-contaminating metal.

Easily removed with a slight twist, R-O Seals are just as easily replaced. And remember they always reseal the entire pouring surface of the bottle.

Write us for complete information about R-O Seals of Alcoa Aluminum and Sealing Machines. ALUMINUM COMPANY of AMERICA; 2458 Oliver Building, PITTSBURGH, PA. Offices in 19 Principal American Cities.

ROLLED ON SEALS OF ALCOA ALUMINUM



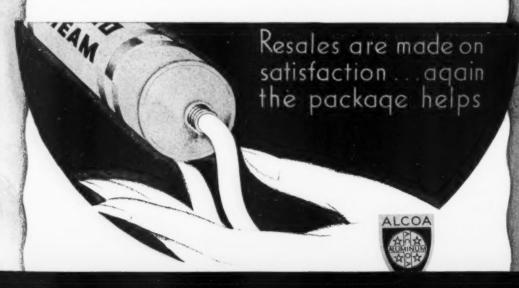


CROWDED counters—eager shoppers—your product on the shelf in competition with dozens of others—scores of sales are made on sight. It is here that collapsible tubes made of Alcoa Aluminum help. The surface of Alcoa Aluminum permits us to furnish tubes with the finest printing to your design. Caps and sides trim and shapely, shoulders burnished brightly.

Caps on and off in an instant. Tubes light, clean and flexible, easy to use. These qualities of collapsible tubes made from Alcoa Aluminum help build up the good will that makes for resales.

Whether you pack your product in tubes now or not, if you desire information about collapsible tubes of Alcoa Aluminum, we offer technical knowledge and advice. ALUMINUM COMPANY of AMERICA; 2458 Oliver Building, PITTSBURGH, PENNSYLVANIA Offices in 19 Principal American Cities.

## ALCOA ALUMINUM



Another

Startling

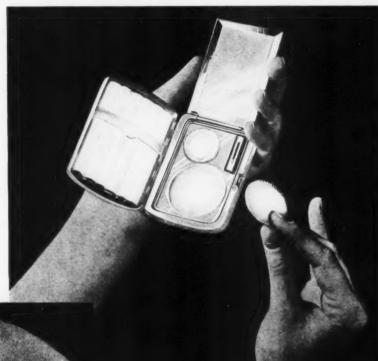
Creation

From the

House of

Munificent

Values









is the name of a bimonthly brochure than will be sent to you, as issued, without charge or obligation. Ask to be put on the mailing list.

Revolutionary in price, in extreme beauty and in construction. This combination cigarette and vanity case is made of brass throughout with the outside of the case finished with colored baked enamel and rubbed-in black modernistic design. It is available in red, green, pink and orchid. The inside contains a beveled edged mirror, backed with polished brass and etched design which forms a cover for the vanity side of the case. The cover lifts by means of a ring and snaps into position when replaced. There is a clip on the other side that holds six cigarettes.

Samples and prices of this number will be sent to you upon request.

ANTIQUE NOVELTY BOX CO., Inc. Wooden Makeup and Novelty Boxes The REICH-ASH CORP.
World's Largest Manufacturers of Cosmetics and Novelties

307 Fifth Avenue, New York

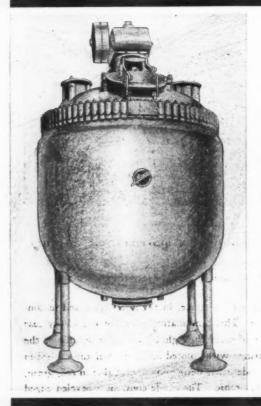
SILVERCRAFT
SPECIALTY CO., Inc.
Sterling Silver and
Metal Novelties



#### **ESPONDING** TO THE INDUSTRY'S DEMAND

now offers you the largest standard glass lined reaction kettle on the market

#### **500 GALLONS**



For some time the Chemical and Allied Industries have demanded a standard Pfaudler 500-gallon glass lined, all steel, chemical reaction kettle.

We are now in a position to offer this at an attractive price.

This new unit follows the general design created with the Interchangeable Series, introduced about two years ago, comprising forty-four standard models, ranging in size from the 2-gallon laboratory still to this 500-gallon model.

LINED WITH PFAUDLER HIGH ACID-RESISTING ENAMEL, THE 500-GALLON UNIT MAY BE USED ALSO FOR ALL ORGANIC AND INORGANIC ACIDS, WITH THE SOLE EXCEPTION OF HYDRO-FLUORIC, AT ANY CONCENTRATION AND AT ALL TEMPERATURES.

The Interchangeable Series has been popularly approved. It has given long service under the most difficult processing conditions. If you have not yet investigated its many features, we believe your efforts along this line will be well repaid. Ut the coupon below. No obligation, of course.

to act wines a character THE PFAUDLER CO., 89 East Ave., Rochester. N. Y.

Send me your new Bulletin, No. 711, describing the new 500-gallon Glass Lined Reaction Kettle

Individual Company 1 1 1

Address City AP. 1-10 Address Address

American State Belleville

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## Eliminate Manufacturing Worries

UR organization specializes exclusively in every phase of production from design to finished product. Established four years ago, we are now serving some of the largest chain drug stores in the country and several manufacturers of nationally advertised products.

Clients of ours devote their full time to selling. We handle all design work, purchasing, manufacture and shipping.

We are equipped to handle any item in runs of a few gross at a time up to several hundred gross per day. Having no sales organization our overhead is very low. Through group purchasing we command minimum prices for materials.

All of our work is done on a basis of actual cost plus a fixed profit. All cost records and working formulas are filed with the client and the client has free access to our plant and records at all times.

#### WE OFFER

- a fully trained organization devoted exclusively to:
- -DESIGNING OF PRODUCT
  AND PACKAGE
- -PURCHASE OF ALL SUP-
- -ALL MANUFACTURING
- -COMPLETE SHIPPING FACILITIES - FROM CAR-LOAD LOTS TO SAMPLES.

Our clients retain full control over all costs, formulas and processes.

Parf. me le, Boy !

Jay H. Schmidt, Inc.

3 W. 19th Street (CHElsea 4688) New York, N. Y.

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## UNUSUAL OPPORTUNITY To Purchase French Perfume Plant and Business

GHIS is no ordinary offer—but a chance to own outright a prosperous perfume factory in Paris, France, with complete manufacturing facilities, including trade marks, formulæ, machinery, stock, etc.—at a very advantageous price.

The name and trade marks are world-renowned, and are backed by a tradition of fine perfumes for over 200 years. The present factory has been established in Paris for six years, and included in its merchandising tieup is an United States agency, which in its four years' operation, has developed a fair distribution.

The present sales organization is willing to continue.

Parfumerie, Box 1941

Perfumer Pub. Co.

81 Fulton St.

New York





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W. P. Robertson Steel & Iron Co., Springfield, Ohio

New York City
2 Park Ave.,
Phone—Ashland 2367
Phone—Main 1704

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Phones—Franklin 5161, 5162

BERTS

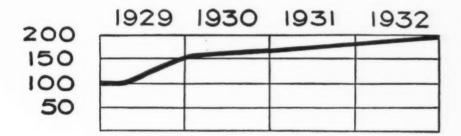
Distinctive Metal Containers

Signs

Displays

### In ONE ORDER

An Increase of 50% Capacity
Over 1929



Peerless Quality, Service and a strong desire to meet our Customers' Wishes made this possible

Ask us the reasons why

#### PEERLESS TUBE CO.

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G IVE your product a real filtration. Don't let any cloud or sediment mar its attractiveness and appeal. Make its very appearance tell a story of high quality, and of clean and careful manufacture.

Do you know what kind of filter will give best results on your product—how you can get *complete* filtration—whether it requires a filtermasse filter, a paper sheet filter or a cloth filter?

With many types and sizes of filters—with thirty years' experience—with thousands of filters in use—a test laboratory—we can help you determine how to give your product that star-bright polish that is so desirable.

Send us a gallon of your product. Let us show you what a Kiefer Filter will do. No expense. No obligation. Our catalog sent on request.

The Karl Kiefer Machine Co. Cincinnati, Ohio

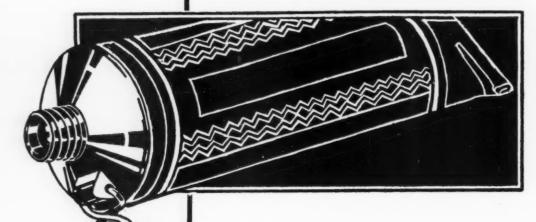




In the creation of individual and beautiful compact containers, vanity cases, lip-stick cases and other metal specialties, the creative artists and craftsmen of our organization can render you a very splendid service, and the most intelligent cooperation.



# \*The Captive Cap







Slip, slide, tinkle, tinkle, silence. Gone, and his eyes are full of soap. It's an old, old game, but lots of men still put up with it. Perhaps they haven't heard of the "Captive Cap", chained to its tube. Pity!

# A Little Device which pleases Thousands

Why not let this handy tempersaving device stimulate your sales and individualize your tubes?

\* Device Pat, U. S. and foreign countries.

Full Particulars
Upon Request

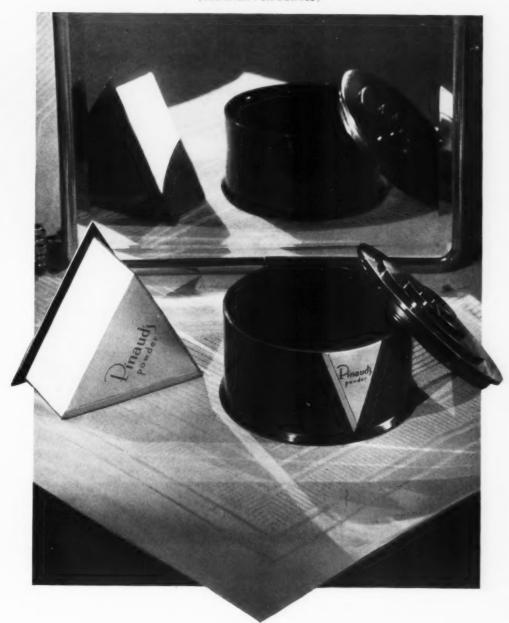
# NATIONAL COLLAPSIBLE TUBE CO. PROVIDENCE RHODE ISLAND

Manufacturers of Pure Tin Tubes

All foreign business address:
BETTS & CO., Ltd....London...N. I.

# COSMETIC CONTAINERS OF COMPELLING BEAUTY

SEE BACK FOR DETAILS



# BAKELITE

The registered Trade Mark and Symbol shown above may be used only on products made from material manufactured by Baledite Corporation. Under the capital. B' is the numerical ago for infinity of administration of the comp



# CONTAINERS AND COMPACTS OF BAKELITE MOLDED ARE IRRESISTIBLE TO MOST WOMEN

With cosmetics particularly, the quality of the product should be reflected in the appearance of the container. The finest cosmetics in commonplace packages would have little appeal for the modern woman. Then, too, shopkeepers display most conspicuously those containers whose beauty is sure to attract buyers.

Pinaud and Terri are two manufacturers who have discovered in Bakelite Molded, a material for containers and compacts in keeping with the high quality of their cosmetics. In the Pinaud containers, the rich lustrous black Bakelite Molded emphasizes the silver and green label. Either one of the packages would adorn any boudoir.

Black Bakelite Molded is also used effectively in Terri containers. For Terri compacts the same material is used in a variety of pleasing colors, which provide an appropriate setting for the cloisonne tops. The colors include red, violet, amber, carnelian, blue and jade green.

Manufacturers of cosmetics, perfumery and other toilet preparations are invited to consult us about the use of Bakelite Materials to increase the attractiveness of their packages.

#### BAKELITE CORPORATION

247 Park Ave., New York, N. Y. Chicago Office: 635 W. 22nd St. BAKELITE CORPORATION OF CANADA, Ltd., 163 Dufferin St., Toronto, Ont.

BAKELTE MATERIAL OF A THOUSAND USES

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# JAR COVERS

MOLDED OF

BAKELITE

OR

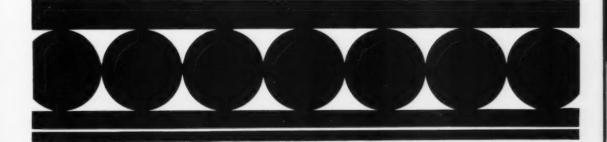
DUREZ

BOONTON MOLDING CO.

OF

BOONTON - NEW JERJEY
NEW YORK OFFICE

30 CHURCH ST. CORTLAND 7970



# MIXING-



READ
by the users of
READ

OO MUCH emphasis cannot be placed on the principle of the right machine for the right job. Money can be saved and operations speeded through the use of Read equipment. There is a Read type and size for your particular requirement . . . an inquiry involves no obligation.

READ MACHINERY CO. - YORK, PENNA.

## **% NEW IN KANSAS CITY**

The world's largest cigar factory, the new plant of the American Cigar Company. Capacity, 2 million cigars daily; investment, \$3,000,000; payroll, \$4,000,000; employees, 2,900.



Center of a 50-million-dollar telephone expansion, with the Southwestern Bell Telephone Company reconstructing its long distance lines in underground conduits through the Southwest.



A record year of new industries and expansions: 128 new concerns; 236 expansions among existing industries, with accompanying record inflow of investment capital from other sections for building and industrial development in Kansas City.



A new downtown skyline in one year: Upward of 20 million dollars expended during the year in downtown construction, and more than 75 million dollars already pledged to general construction within Kansas City during 1930.

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& NEW IN KANSAS CITY



INDUSTRIAL COMMITTEE OF THE CHAMBER OF COMMERCE

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I am interested in this industry:

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Highest in Quality and Concentration

#### **BAUMODORS**

We recommend especially our popular line of soluble resins; Benzoin, Labdanum, Olibanum, Styrax, etc., noted for their fine clean odor and uniform strength.

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INCORPORATED

160 Fifth Avenue - New York

Phone: CHElsea 1937

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## Fleurs d'Opoponax

A new specialty giving the sweet, warm, and tenacious note, characteristic of modern French perfumes. For perfumes, powders, cream, etc. Price \$18.00 per pound.

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## "EVERGREEN"

Blended Concentrated Flower Oils And Colors

STANDARD FOR THIRTY-ONE YEARS

Evergreen Chemical Co.

Established in 1898

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(and affiliated companies)

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# Color Printers and Designers

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LABELS BOOKLETS
BOX WRAPS DISPLAYS
COVERING PAPERS

by printing, lithography, process, die stamping, etc.



We create and design especially for the Perfume and Cosmetic industry



If quality products are packed in beautiful containers, sales are fairly sure to follow. It is our aim to assist you in obtaining the proper container.



Quality Boxes

Fine Products





# We Invite National Distributors Who Market Trade Marked Toilet Preparations To Correspond With Us

Others Are Using Our Factory Service

WHY NOT YOU?

BESIDES giving you the benefit of our twenty-five years' experience—whether you purchase your goods completely packaged or in bulk—our low overhead enables us to save you considerable money on high class preparations.

Look Over the Following List:

FACE POWDER (any type and any shade), TOILET CREAMS of every conceivable kind, SKIN LOTIONS, ASTRINGENT LOTIONS, SKIN TONIC, HAIR TONIC, SHAMPOO, CREAM ROUGE, MUSCLE OIL, CUTICLE REMOVER, PERFUMES, TOILET WATER, etc., etc.

All service strictly confidential

THE KLINKER MANUFACTURING COMPANY

9200-9210 Buckeye Road, Cleveland, Ohio



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# IC. Scent. S GIAN TRADING WATER ST

SPANISH EUCALYPTUS OIL

More than twice as powerful and antiseptic as carbolic acid, with a very agreeable scent.

Imported AUBEPINE of the best quality

We secured a good lot of this oil, now available for the orders of our friends: soap makers and perfumers.

FIXATIVES WITHOUT RIVALS

Imported RESINS of: AMBER, BENZOIN, INCENSE, LABDANUM, OAK-MOSS, earn the unanimous commendations of their users who do not change even at a very much lower price.

Ask Us for Samples

LEMON **ORANGE BERGAMOT** OILS

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Tested BOTANICALLY Tested MICROSCOPICALLY

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Bir.tte.

(O) 0 BASIĆ MATERIALS For the manufacture of

#### Cosmetics—Toilet Preparations—Perfumery

Almond Meal Balsam Peru Balsam Tolu Bay Rum

Benzoin Gum Cantharides Chalk Precip. Flaxseed-Beeswax Henna

Henasoap Irish Moss Kaolin Olibanum Gum Orris Root

Oxide Zinc Petrolatum Quince Seed Styrax Gum Tragacanth Gum



Powdered derte in the best in it is contains

NO SOAP BARK-NO FREE ALKALI-NO FREE ACID-NO HEAVY METALS-NO FOREIGN MATTER-NO ROSIN-NO SUGAR

When an article bears the brand HOPKINS there is absolutely to question about it.

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J. L. HOPKINS & CO.

Since 1890

135 William Street

Tested CHEMICALLY

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**BUNCHES** 

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Randolph Round Paper Boxes



Especially Appeal to Feminine Taste

## THE RANDOLPH PAPER BOX CO., INC.

Makers of Fine Paper Boxes Since 1877

RICHMOND, VA.

Western Representative: R. H. LINGOTT, 556 W. Congress St., Chicago, Ill.





## COLLAPSIBLE TUBES

#### A COMPLETE LINE

#### FOR EVERY PURPOSE

We manufacture various styles and openings, including all regularly used tubes from one dram to 32 ounce capacity, as well as a full line of stip or nozzle point tubes, together with various pipes as recommended by the medical and dental professions.

Our production includes tubes of Pure Tin, our "STANDARD" Tin Coated and Lead Alloy.

If we do not have what you want, we will make it for you.

Give Us an Opportunity

#### STANDARD SPECIALTY & TUBE CO.

NEW BRIGHTON, PA., U. S. A.

Manufacturers of Collapsible Tubes for over 25 Years



An Alcohol of Superlative Quality for Pharmaceulicals, Perfumes and Other Selected Uses

## AMER SOL "GOLD SHIELD" ALCOHOL



## A Distinct Achievement in Chemical Purity and Stability



- MER-SOL "GOLD SHIELD" a selected grade of alcohol recently placed on the market is made expressly for high-class Pharmaceuticals, Perfumes and other special uses.
  - Through intensive research and advanced methods of production, we have carried the refinements of distillation and rectification to extreme limits. "GOLD SHIELD" represents a distinct achievement in chemical purity and stability.
  - No matter how high your standards, "GOLD SHIELD" will abundantly meet them.
  - On the basis of comparative chemical analysis, we ask the opportunity of demonstrating "GOLD SHIELD'S" superior characteristics. If quality of finished product and the insuring of greater stability in delicately-balanced formulas is an important factor with you, you will want to know about this new-quality alcohol.

Your inquiries will receive immediate and courteous attention.

# AMERICAN SOLVENTS & CHEMICAL CORPORATION

Executive Offices: 122 East 42nd Street, Chanin Building, New York, N. Y. Plants: Everett, Mass.; Harvey, La.; New Orleans, La.; Agnew, Cal.; Albany, N. Y.; Chicago, Ill. SALES OFFICES AND WAREHOUSES ALL OVER THE COUNTRY



Reg. U. S.

Pat. Off.

# Standard Manufacturers

of toilet goods require

# Standard Sources of Supply

in powder puffs as in other purchased materials

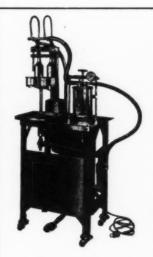
A fine puff certainly does assist in both sale and resale of dusting powders!!

#### BARONET-LORNA CO.

INCORPORATED

Sales Office 303-5th Ave., New York City Factories

College Point, New York



# U. S. HAND VACUUM

#### FILLER

COMPACT, easy to operate, with a minimum of working parts. Two filling stations. Front and rear views above show machine equipped to fill all glass sprinkler bottles. Note the automatic inflow reservoir and new U. S. Self-Draining Overflow Jar. This type of inflow reservoir is equipped with a float so that it may be connected with larger storage tank or main source of supply. The Model "C" Filler may be adjusted for filling cork or cap finish bottles by use of extra parts. Each machine comes equipped with three sets of holding forms and three centering bars. Communicate with the U. S. Bottlers Machinery Company for complete information on this or any other type of filling, mixing, storing, filtering, corking, capping, labeling, cartoning or conveying machinery. U. S. engineers have solved the problems of filling plants all over the world. Their knowledge is at your disposal.

U. S. BOTTLERS MACHINERY 4015-4031 NO. ROCKWELL ST., CHICAGO, ILL.

# TRADE MARKS

#### ARE VITAL ASSETS

HE perfume, toilet preparations and allied industries are more dependent upon their individual trade names and artistic attractive packages for the expansion and preservation of their business than most other industries.

While the basic trademark and patent laws are fixed, their application is subject to continual variations and changes due to the constantly progressive ideas of the courts.

Rights under these laws are involved in an intricate tangle of decisions impossible of correct understanding by any one other than an expert patent and trademark attorney.

The business man cannot afford to guess in a matter of such vital importance to the existence of his business, as the matter is too closely allied with his profits to be superficially considered or entirely ignored. He must know—and

know positively—that his property is properly protected from invasion and that he is not trespassing upon the rights of others

HE Patent and Trademark Department of THE AMER-ICAN PERFUMER & ESSEN. TIAL OIL REVIEW is organized to give proper advice and protection to its readers. It is under the management of an expert patent and trademark attorney of many years' experience and prac-Its files and records are most complete for a determination of any problem that may be presented. It is capable of furnishing information upon all branches of these laws and in rendering as accurate decisions as may be possible under any particular set of circumstances. It is a highly organized legal department capable of advising you and of protecting your legal rights in both the Patent Office and the Courts.

Submit your problems to the

PATENT AND TRADEMARK DEPT.

Perfumer Publishing Company 81 Fulton Street, New York New and Modern Designs

All in Stock



No. 3-1 oz. with bakelite screw cap in asst. colors



No. 4-2 os, with bakelite screw cap in asst. colors

No. 6-1½ oz., flower design, plain or painted, with cork peg glass stopper



with cork peg glass

Also complete line of plain and striped vials and novelties in perfumery glassware



#### Scientific Specialties Co., Inc.

Manufacturers—Importers—Exporters
12-14 East 12th Street New York

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Member of American Chemical Society

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FORMULAS and Operating Processes Scientific and Improved Cosmetics Individual Cosmetics Perfumes

Private Brand Manufacturing

Absolutely Confidential

Expert advice and suggestions Research Analysis—Duplication

Let me co-operate in the solution of your problems

OVER 15 years in the toilet preparations industry. Inventor and author. Chief chemist for Helena Rubinstein, Inc., for about four years. Chief chemist and general director "Standard Mfg. & Chemical Co." Technical director and chief chemist for "Remedia," making patent medicine and pharmaceuticals.

New processes are being developed constantly. Let me assist you in bringing your old formulas up to date and in making your processes scientific.

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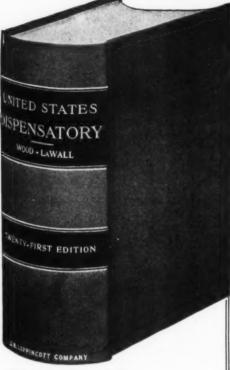
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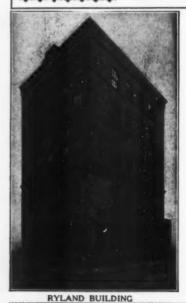
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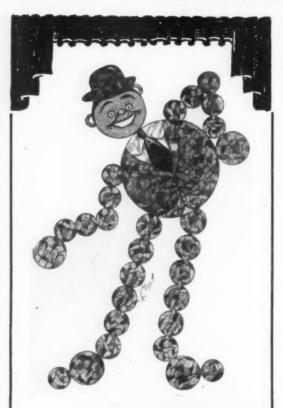
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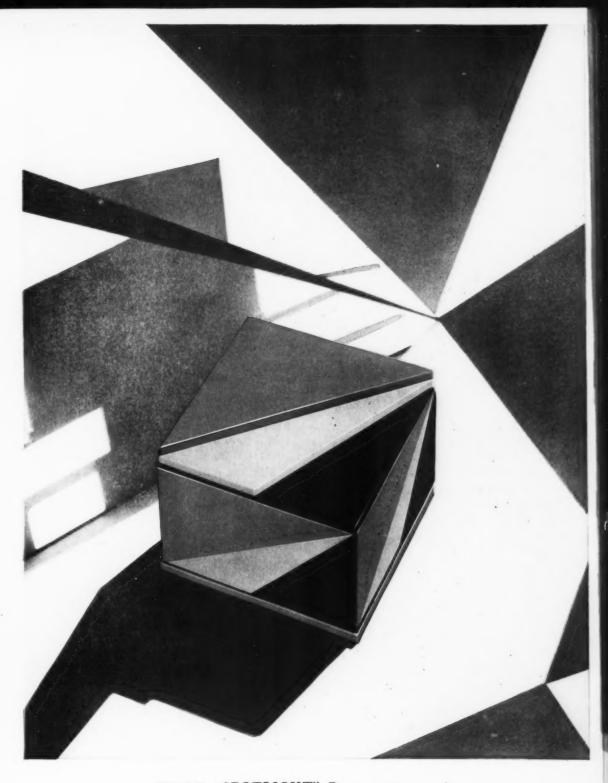
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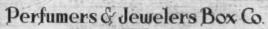
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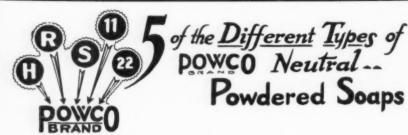
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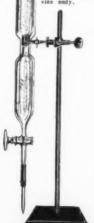
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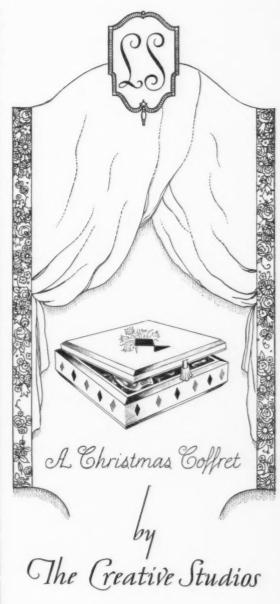
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Morson's "electro-osmose" process of passing an electric current through a suspension of the kaolin clay in water gives a powder free from gritty impurities such as mica, quartz, feld-spar and iron compounds, and the osmosed kaolin is also alkali-free. The pure kaolin is deposited on an electrode absolutely pure and in an extremely fine state of division.

Its purity and ultra fineness make "Osmo" Kaolin an ideal base for—

#### **Face Powders**

Rouge and Powder Compacts
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Toilet Soaps

Send for a trial sample—note how it improves the quality of your product.

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Perfumes
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Syrup
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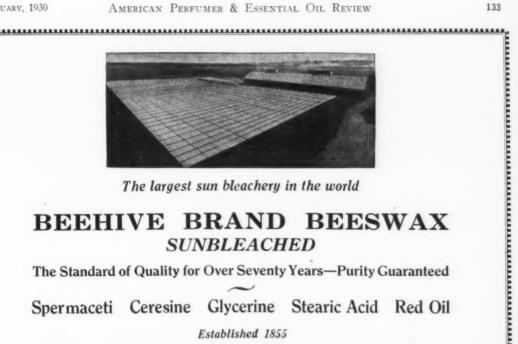
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Give All YOUR Time to Selling!

Many successful national advertisers of toilet goods—some of them leaders in the line-have substantially increased profitvolume by entrusting entire production responsibilities with us.

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A N inviting, economical odor for all perfuming purposes, especially for powders, creams, liquid and cake soaps.

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## 1418 HENDERSON LABELS

Surely you can find just the label you want among the 1418 exclusive Henderson Labels. There are labels of every description and type—labels for bottles, jars, vanities, and powder boxes.

Many of these labels have been printed in as many as eleven different colors and gold.

Just one Henderson Label is shown on the other side of this page. Notice its clearness of color, its uniform embossing, and its accurate outline. Every Henderson Label is a true specimen of "Label Art".

Your container will be proud to wear a Henderson Label. \*Write for the \$2.00 sample book to make your selection, or our artists will design a special label for you.

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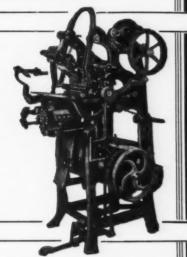
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\*The \$2.00 for the sample book will be credited to your first order for Henderson Labels.

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RARSIGHTED manufacturers put their labeling on a cost-plus basis. The labeling department carries a regular overhead, salaries and other expenses-nothing is overlooked.

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## From 1 to 100 tubes per minute—

There's a Colton machine to suit the production of every tube user. And-

About 90% of all collapsible tubes used are handled on Colton ma-

We make no extravagant claims for our machines, but we do state that up to the present no machine has been produced by any maker which will fill as many tubes at as little cost as a "Colton." 35,000 tubes in nine hours is the regular daily production.

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2604 East Jefferson Ave. Detroit, Mich.



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Seals and labels of every description. Turn down the corner of this page as a reminder to send for a sample booklet of Horn Labels.

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First Choice in Drying Machines for Chip and Bar Soaps

Ask about this new dryer for very thin chips.



PROCTOR & SCHWARTZ, Inc. **PHILADELPHIA** 





This Bottle Is DOUBLE SEALED for Your Protection INTRODUCING

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"The PERFECT seal for containers"

If you are operating with automatic equipment using belt or chain conveyors, "FILMASEAL" will interest you.

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Packing Charges Extra

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#### Stearate of Magnesia

Light. Great Adhesiveness. Pure White. Immeasurable Fineness. Heavy if desired. Dusts out under the puff like the finest pollen.

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Odorless. Impalpable. Pure White. Water Resisting. Great Adhesiveness. Light or Heavy as desired.

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White—neutral fluffy

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Many years of practical experience enable us to serve soap makers in the simplification of operating processes; in factory planning and production; and in the solution of soap making problems.

An inspection of your plant and processes will involve no obligation.

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VANETHAL MERITS YOUR ATTENTION, BECAUSE OF ITS PURITY AND TRUE DUPLICATION OF FLAVOR AND AROMA OF THE VANILLA BEAN

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EXPERIENCED MAKERS OF FINE SET-UP PAPER BOXES



Soap Chips Soap Flakes Soap Powder

Toilet Soap Mill Base either tallow or palm oil, all vegetable.

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MANY purchasers of Soap Products come to us feeling that fine quality may be obtained at low prices.

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of remarkable fineness and whiteness for use in cosmetics, soaps and salves.

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TRIPLE PRESSED

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Hard - White - Odorless

Especially Adapted for Cosmetics and Shaving Creams

Packed in Convenient Sizes

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A remarkable polishing ingredient for tooth paste

Used in many of the fastest selling tooth pastes because it is a most efficient tooth cleanser. It is uniformly white and free from grit. It is free from poisonous metals or their salts and is uniformly high in quality and uniform in density.

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Uniformity Solubility

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BUCKEYE BASE SOAP will produce a liquid soap or shampoo that will be uniform in every respect. An exacting chemical analysis insures the uniform composition of these soaps.

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ANALYTICAL, cosmetic chemist desires position; ten years' experience. Formulae furnished or improved. Address S. W. No. 1938, care of this journal.

EXECUTIVE—12 years' experience as production and industrial engineer. Graduate M. E. Capable of handling problems of scheduling, rate setting, purchasing and new equipment layout. Address S. W. No. 1939, care of this journal.

CHEMIST-Manufacturing and analytical. Technical School graduate, ten years' experience in cosmetics. Will furnish formulae. Address S. W. No. 1927, care of this iournal.

(Continued on Page 144)

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#### USED MACHINERY GOOD

Overhauled and Rebuilt In Our Shops - Ready to Operate - Immediate Delivery

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- 1—Day 15 gallon Pony Mixers 2—Day 40 gallon Pony Mixers
- belt driven 1-each Day Size A, B, C, Sifters
- and Mixers 2-Day Size D Sifters and Mixers
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- -Broughton Mixer, 1,000 lb. and 1,500 lb.

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- each Colton Nos. 2B, 3B, No. 2, No. 3 Rotary, No. 4, D

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- 1-500 gallon, Jacketed, Agi-tated Tank.

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- 1-30-gal. Copper Still
- I-Dbl. Section Heavy Copper. 100 gal. each section
- 1-200-gal. st. jack. agitated kettle
- 1-275 gal. copper Tank 1-300 gal. st. jack. Kettle
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#### PEBBLE MILLS

- 1—1 gallon Jar Mill 1—28"x30" Porcelain Lined 1—36"x42" Porcelain Lined 3—4'x5' Silex Lined

#### **VACUUM PANS**

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- 1-500 gallon Copper

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Complete line of Kettles, Crutchers, Filter Presses, Grinders, Soap Frames, Soap Mills, Tanks, Pumps, etc.

#### MISCELLANEOUS

- I-Colton air Type Tube Filler, motor driven
- -Stokes Closer and Clipper
- I—Colton Hand Closer, No. 2
  I—Day and I—Stokes, motor driven Powder Fillers
- 2-Rodgers motor driven Powder World and
- -Ermold Labeler
- -12" Ointment Mill, water cooled -12" Pressure Ointment Mill, water-cooled
- Stokes Mixers, Stokes tors, Drug Mills, Etc. Stokes Granula-

WANTED: SEND US A LIST OF YOUR IDLE MACHINERY

SEND FOR OUR LATEST CIRCULAR.

LET US QUOTE ON YOUR MACHINERY NEEDS

#### CONSOLIDATED PRODUCTS 15 PARK ROW, NEW YORK CITY

## BAR clay 0600

## CO., Inc. CABLE ADDRESS: EQUIPMENT. CODE: Bentley and ABC 6th Edition.

# Modern Labels in Smart Designs CARRIED IN STOCK

The world has gone modern! Manufacturers must keep in step with progress...their package... their label and their merchandising methods must be in tune to hold the public attention or sales will drop.

These and other modern labels are carried in stock to help keep your package in the front line of the procession of big sellers.

They have the smartness of special order designs and are sold at prices exceptionally low considering their high quality.

Give to your package that modern touch of superiority and alluring attractiveness so vital in successful merchandising today.

These labels are READY NOW for die stamping or printing your name in either Blue or Black ink and will be shipped a few days after receipt of your order.



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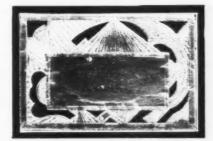
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NEW YORK

**BOSTON** 

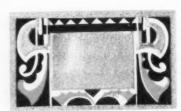
CHICAGO







# Are you keen to accept ideas for packages



That there can be beauty in packages depends on its distinctive touch of individuality. It is rather the question of doing exactly the right thing by adding label or seal bringing to light interest and feeling to purchase.



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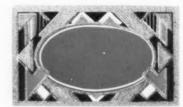
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An Attractive Container Ointment Pots
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Metal Caps Included



Popular for Paste Rouge

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## TUBES Pure Tin

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American manufacturers producing goods in Canada may obtain containers from us of quality and price equal to those purchased in the United States . . And you are sure of prompt delivery!

Aluminum Screw Caps Shaving Stick Boxes etc.

We also fabricate Bakelite Caps

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Creams, Face Powders, Dusting Powders, Toilet Waters, Perfumes, Sprays, Face and Hand Lotions, Hair Tonics, Hair Dressings, Brilliantines, Lip-Sticks, Rouge, Powder Compacts, Manicure Preparations, Shampoos, and many other specialties.

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MAIDEN LANE DRUG CO., INC.

127 Maiden Lane

Telephone: John 5868

New York City

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#### (Continued from Page 142)

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with firm as chief chemist or with person who wants to establish new business. Good reputation insures success.

POSITION WANTED by an expert in the manufacture of Synthetic Flower Oils, Perfume Bases, Flavoring Extracts; Natural and Synthetic Fruit Aromes and Concentrates. Can duplicate and match products, also improve and work up new specialties. Can help to improve and produce more business. Address S. W. No. 1929, care of this journal.

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#### SIFTERS AND MIXERS 10—Day Powder Mixers, 50 to 3000 lbs. 4—Dough Mixers, I to 4

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bbls.
7.—Lightnin, Falcon, and Alsop Mixers.
7.—8, 10, 15, 20, and 40 gallon Pcny Mixers.
3.—Day No. 1 and No. 2 Sifters.

## VACUUM PANS

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KETTLES and STILLS
3-24, 40, 75, 500, 1000
gallon Copper Vacuum
Pans, Kettles and Stills.
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Aluminum Kettles.
4-Dopp 200 gallon Vacuum Pans, agitated.

#### FILLING MACHINERY -Day Powder Filling Ma-

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Bottle Filling Machines,
Alsop, Kiefer, U. S.

Send for our special list! Your inspection invited! We are in the market for your surplus equipment!

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JUASS LINED TANKS
10—50, 100, 150 gallon
Tanks.
4—500 gallon mixing, jacketed and plain.
6—5000 gallon Pfaudler
Sectional Tanks, 7½" diameter.

#### TABLET MACHINES

3—Stokes No. N. O, and D. 7—Colton No. 2B, 3B, 2, and 3.

#### **MISCELLANEOUS**

Colton Tube Clippers and Closers.

Labelers, World and Ermold.
-Cclton 30 and 36" Re-

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-10", 12", and 18" Ointment Mills.

-18 to 38" Pebble and

3—18 to 38" Pot Mills.

0—Gas Boilers. 3 to 10
H.P. Centrifugal, Rotary,
and Vacuum Pumps,
Granulators, etc.

#### SOAP MACHINERY

Crutchers, Frames, Filters, Kettles, Tanks, Slab-bers, Plodders, Mills, bers, etc.

Good used glass-lined storage and mixing tanks. Also will buy used cream mixer in good condition.

WANTED TO PURCHASE

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this journal.

Used World Labeling Machine in excellent condition. Most attractive price to quick buyer.

Address B. O., No. 1940, care of this journal

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HE policy of our company is based on friendly co-operation, keeping the interests and needs of our customers always first in our minds and with unfailing loyalty and effort to maintain the highest standard of quality and service.

We will go to any length to produce a tube that will please and satisfy a customer. We will replace without question any portion of a shipment

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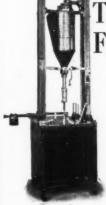


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Furnished in Bulk-or Private Brand Packages

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## This Talcum and Face Powder Filler

Does the Work of FOUR Machines:

- 1. Automatic Gross Weight Scale
- 2. Volumetric Filler
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- 4. Capping Device, if desired

This machine helps to

cut down operating costs by curtailing labor cost and eliminating waste. The machine automatically and accurately weighs and packs a wide variety of materials into almost any style or size of container. Speed 15 to 40 containers per minute.

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Cheramy, Inc. Marinello Co. Roger & Gallet Write us for Full Information

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## Bottle Filler

BOTTLE FILLER

Easy To Work Easily Cleaned Does Not Get Out Of Order

So low in cost that most houses keep one for each kind of extract or perfume. In three sizes-quart, 1/2 gallon, gallon.





J. N. LIMBERT & CO., Inc.

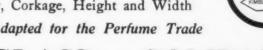
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Especially Adapted for the Perfume Trade





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# A Notable Book on PERFUMES COSMETICS

PROF. CURT P. WIMMER

says that the HANDBUCH DER GESAMTEN PAR-FUMERIE UND KOSMETIC, by DR. FRED WINTER, in German, is a notable contribution to the literature on perfumes and cosmetics.

The book comprises no less than 947 pages and contains 138 illustrations. It contains such a wealth of information, much of which is unobtainable in other works, that it is sure to be of interest to the manufacturer, the dealer or the layman.

Chapter headings include the "Origin and Source of Raw Materials," "Practical Perfumery," "Toilet Soaps" and "Applied Cosmetics."

To quote again from Prof. Wimmer, "It is earnestly recommended as a book for study and reference."

Price \$16.50

## HANDBUCH DER GESAMTEN PARFUMERIE UND KOSMETIC

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PERFUMER PUBLISHING COMPANY
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## Machine Made Homeopathic Vials

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We have been making "IT" for fifty-two years to the entire satisfaction of our customers and we can do the same for you.

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# NAIL POLISH

~and The Latest Creation~

# PERFUMED NAIL GLOSS

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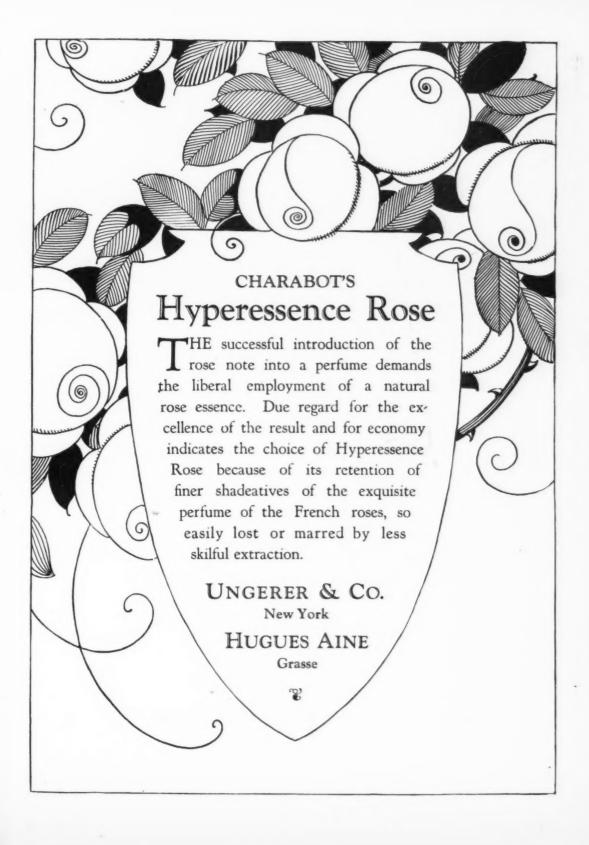
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